

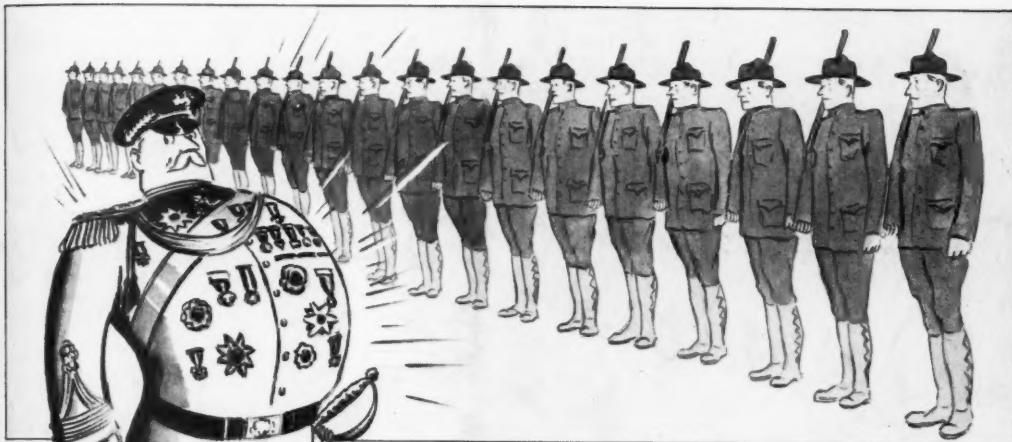
THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries 7TH TIER

Volume 87

NOVEMBER 26, 1932

Number 22



Is Your Sausage in a Private's Uniform?

Anonymous sausage may be the best in the world—"a heart of gold beneath a gingham wrapper"—but how can it be recognized? All sausages look alike, and like a million uniformed privates in an army have a tough job competing with one another. Try dressing them up like a major-general with VISKINGS—and see how they stand out from the common herd.

Sausages in VISKINGS have S. A. (Sales Appeal), identification, protection against contamination, and reach the consumer's kitchen smoke-room fresh. The outside is an invitation to try the inside. And don't forget identification establishes repeat business for your brand.

The growing preference for trade-marked sausage in VISKINGS by both dealers and consumers is something every progressive packer should give serious attention to.

THE VISKING CORPORATION

4311 S. JUSTINE ST.

Canadian Representative:
C. A. Pemberton & Co., Ltd.
189 Church Street,
Toronto, Canada

UNION STOCK YARDS

Representatives for Great Britain:
John Crampton & Co., Ltd.
31 Princess St., Cornbrook
Manchester, S. W., England

CHICAGO

Representatives for France
and Belgium:
Fabre et Cie
35 Rue de la Haie-Coq.
Aubervilliers, Seine, France



The HIT - - - of the Recent Packers' Convention!



The New "BUFFALO" Self-Emptying SILENT CUTTER

EARLY the outstanding contribution to the sausage industry in recent years. This cutter has been tried and **proven**—and is operating with 100% success in a number of prominent sausage plants.

These users say it works **perfectly**—increases production—turns out a better quality product than they have heretofore been able to obtain. If **you** are interested in these results, write us.

JOHN E. SMITH'S SONS COMPANY, Buffalo, N.Y., U.S.A.

Manufacturers of "BUFFALO" Silent Cutters, Grinders, Mixers,
Stuffers, Casing Pullers, Bacon Slicers and Fat Cutters

Chicago Office:
4201 S. Halsted St.

Vol. 87.

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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 87. No. 22

NOVEMBER 26, 1932

Chicago and New York

Gas Fuel Finds Many Uses in Meat Plant

Adaptability and Flexibility Are Factors Influencing Its Adoption in Process Work

Heat is an important raw material in the meat plant, being used for many processing and manufacturing operations — hog scalding, rendering, smoking, cooking, building heating, cleaning, sterilizing, etc.

Heat costs money.

There is the cost of fuel, expense for labor and overhead on equipment for generating and utilizing it. And this cost usually is great enough to be an important factor in the cost of producing meat products.

Recent developments in the use of fuels and equipment for generating and using heat efficiently and economically may justify packers in making a thorough survey of their plants to determine just what particular methods are being used. Checking these methods against the best available practices may suggest opportunities for savings.

Points to Be Considered

In any such survey many factors must be taken into consideration, such as:

First cost of fuel;

Cost of delivering it to the plant;

Its availability, adaptability and cleanliness;

Ease and economy with which it can be subjected to automatic control and put to specific uses;

Flexibility, and other characteristics which influence produc-

tion costs and quality of product.

Coal, oil and gas are used in large quantities in the meat industry. Each has specific advantages; all can be used economically for different purposes. In the following article an expert meat plant engineer discusses gas and its uses in meat plant processing and manufacturing.

Gas for Processing

By H. M. Toombs.

Most preparatory treatments of packinghouse products are for the purpose of making them non-perishable. Heat and the absence of heat (cold) are used in many applications, some extremely unique. Gas for the production of heat may be used directly or indirectly or

in combination with other materials, such as in smoking.

The various methods of heat treating in the meat packing plant fall under five headings:

Refrigeration — Products stored in rooms chilled to the correct temperature are preserved in the finest condition.

Sterilization — The canning industry depends particularly on this method. Food, after being sterilized under the action of heat, is hermetically sealed in air-free, sterile containers.

Smoking — Smoke mixed with wood



SMOKING AMERICAN BEAUTY HAMS IN GAS-FIRED SMOKEHOUSES.

This is a view in the new, modern plant of E. Kahn's Sons Co., Cincinnati, O. In all of these smokehouses gas is used to smoulder the sawdust and provide heat. Temperature control aids in producing the exact conditions so necessary for the production of meats of the highest quality. (H. P. Henschien, architect.)

vapors penetrates the surfaces of meat, producing a pleasant taste and aroma. Smoking conditions perfectly, enhancing the keeping qualities for long periods.

Pickling—Action of salt and sugar produces a pleasant flavor. Coupled with low temperatures, this method eminently serves its purpose.

Drying—Absence of heat, moisture or bacteria is necessary to prevent decay. Elimination of any one of these stops spoilage. Drying of meats is one of the oldest known methods of preservation. Nature furnishes us brilliant examples in the manner in which nuts and seeds are preserved. Filled with decomposable matter, they would quickly decay, but by being kept dry their activity is preserved.

Values of Heat.

In all of these processes heat, or its absence, cold (the term being entirely relative), is of primary importance. Heat not only destroys undesirable organisms, but it cooks food. By the cooking process foods are made palatable and necessary changes are accelerated.

Gas fuel for producing heat has many advantages. Among these are convenience, speed, ease of control, cleanliness and freedom from trouble. This fuel can be delivered to the exact point of consumption. Instantly available for use, it needs but inexpensive auxiliary equipment and requires a minimum of attention. Of all the various charges that make up the cost of fuel, labor is paramount.

Use of gas reduces the cost of labor in many ways. It is not the cost of fuel but the cost to burn fuel that is

important. A careful cost analysis is necessary to determine the overall expense involved.

On the Hog Killing Floor.

On the hog killing floor, gas finds its first use in heating water for the scalding tub. In the larger plants steam is used for this purpose. It may be live or exhaust. For this work gas could not be expected to compete except via the boiler room.

However in small plants where a large supply of steam is not available constantly a gas-fired, low pressure boiler is ideal. Direct application to the scalding tub by means of submerged combustion burners does away with all convection losses and approaches maximum efficiency. Rapid and complete heat transfer takes place in a single stage of combustion at any depth desired below the surface of the water in the tub.

At a temperature of 140 degs. Fahr. the water will soften the hair in three to four minutes. Higher temperatures are undesirable because of overscalding. Automatic regulation can be used to control the temperature fluctuation to a very close range.

Gas for Branding.

To remove fine hairs left by the scraper the hog is passed through a singer. A large U-shaped gas burner with a special torch for the heads and feet is used. This burner is lighted automatically as the hog starts through the U and shuts off in case there is a lapse of time before the next carcass enters.

In small plants individual gas torches manually operated are moved over the

surface of the hog. They consume upwards of 200 to 300 cu. ft. of gas per hour. With the U type of burner, which eliminates the hand labor, three cubic feet of gas per hog will satisfactorily handle the work.

Hot air coming from the singer may be used advantageously to dry the surface of hog carcass as they emerge from the scraper, thus making the work of the singer more effective. A smaller sized burner is used on shipper pigs. Oil torches have been tried for this work but they do not appear to be satisfactory.

Gas has wide application for heating branding irons. High pressure air injection is needed, because combustion space available is limited and the heat loss is very rapid every time the brander is applied to the cold surface of the meat. This lost heat must be recovered quickly when branding in rapid succession, as is ordinarily done on a conveyor table located in the cellar. Methods used by producers vary depending upon the product being run, such as bellies, hams, etc.

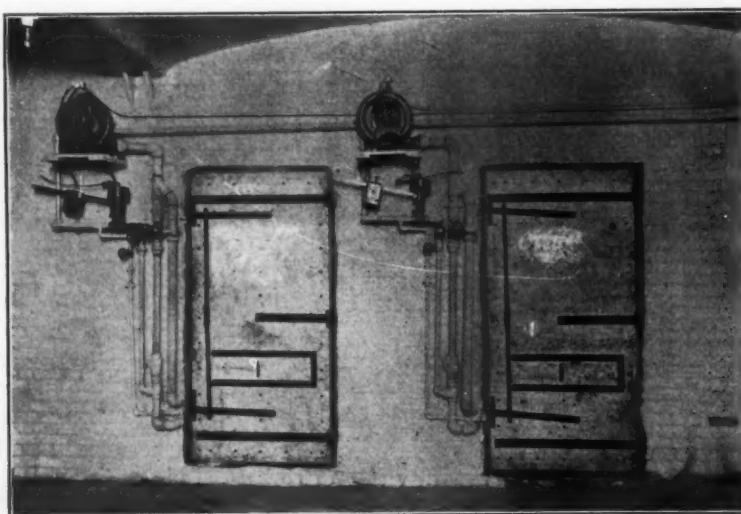
Close Heat Control in Smoking.

Smoking sweet pickle and dry salt meats covers a wide variety of products. Of all places in the meat plant where extreme care is required, there is probably none as exacting as that exercised in smoking. Any deviation from the correct point adds to excessive shrinkage and increased cost.

Just the proper amount of heat must be applied to each individual piece or the color and shrink may be off. Gas is readily adaptable to thermostatic control and has been used quite generally for smoking in both large and small houses. The ease of temperature control, elimination of labor and wood storage makes gas an ideal fuel for this class of work.

Gas is used to produce the heat and ignite the sawdust from which the vapors desired for smoking are distilled. Large smokehouses use blast burners to insure uniform and complete combustion of the smoldering sawdust. Small houses using portable sheet iron cabinets place them close to the work at hand, and the gas is readily piped there.

The smoke treatment of sausages and bologna differs. When using gas, temperatures are very accurately controlled. Consequently a uniform product is obtained. All of the work is done with great care to maintain an even temperature. If the fire is too hot or the smoke too dense proper results are not secured. There are several patented burners on the market especially adapted to this class of work. While gas consumption varies, depending upon the duty, 40 to 80 cu. ft. of gas per



TEMPERATURE REGULATORS INSTALLED AT SMOKEHOUSES.

One of the advantages of gas for heating purposes is the close temperature regulation that can be secured with automatic temperature regulators. These Powers regulators are sensitive to small temperature changes and are able to control temperatures within a range of one or two degrees.



HAM COOKING TANK HEATED WITH GAS.

The heaters in this case are two U-shaped pipes extending the length of the tank and terminating just under the canopy. The burners are located at the ends of the pipes, as shown, the exhaust escaping at the other ends. It would be a simple matter to equip heaters of this type with temperature regulators and obtain very even temperature control and a saving in fuel consumed.

100 lbs. of meat is a fair average. This is based on 530 B.t.u. gas.

Meat loaves are baked in gas-fired reel ovens. These have large capacity. An even heat is easily maintained and the ovens can be loaded and unloaded easily. The ovens, being thoroughly insulated and equipped with thermostatic control, it is a simple matter to obtain and hold the temperature required. These ovens consume about one-fourth cubic foot of gas per pound of meat processed.

Unit Heaters Efficient.

For small space heating and out-of-the-way locations unit heaters that burn gas furnish clean, safe, comfortable heat. They have a low initial cost, there is no labor expense for operation and there are no ashes, dust or smoke. Quick to respond to the heating load, automatic control makes these unit heaters economical in the consumption of gas.

In these unit heaters the heat from the combustion of the gas passes vertically through a series of brass tubes, over which a fan drives air at high velocities. The heat transfer is very rapid and effective. The fan further induces the necessary circulation of air in the room being heated so that cold corners and uneven heating is avoided. The heaters can be suspended from the ceiling or put in any unused space.

Floor type unit heaters are also manufactured. These have sufficient capacities to successfully heat large areas, particularly where there are high ceilings. Gas steam radiators have been mar-

keted for some time. They give excellent results in small confined spaces.

Compressed Air Expensive.

In the meat plant mechanical shops gas is used effectively for heating soldering coppers, heat treating, tempering or annealing and case hardening carbon steel or small metal parts such as dies, reamers, chisels, etc. It is commonly used for melting scrap babbitt. A new type of bench furnace will maintain a temperature of 1,800 to 2,000 degs. Fahr. This is done without resorting to the use of compressed air from a compressor or blower.

Compressed air, where it is first raised to a pressure of 80 lbs. or more and then reduced to the pressure of the burner, 1½ lbs. or less, is very expensive and adds as much as one-third to the cost of gas burned. If extensive use of air is needed it is far more economical to compress the air with a small blower than to boost it to a high pressure and then lower it again to that required by the burner.

Therefore, if an auxiliary source of air can be eliminated by the use of correctly designed burners, the cost of using gas is lessened considerably. No air piping is required and the high pressure air backing up into the gas line by way of the mixer is eliminated.

Small Furnaces Economical.

The ratio of air to gas required for correct combustion varies from 5 to 12 parts by volume. Therefore, when it becomes necessary to compress air to be used with the burner, the cost of compression is a very considerable item of expense.

Cost of erecting air piping and maintaining it free from costly leaks is also thereby eliminated. In canning rooms or refineries where hand soldering is done small furnaces are unexcelled both in respect to initial cost and efficiency. Further, the correct adaptation of the pilot light enables a further economy to be made in the consumption of gas, as well as affording ease of ignition.

In the laundry gas finds application for heating the ironers. The simplicity in the design of the piping makes it readily adaptable.

Cooper shops use gas extensively in
(Continued on page 21.)



USE OF GAS IN THE SMALL PLANT.

In this small meat plant all heat requirements—plant heating, cooking, smoking, etc.—are supplied by gas. Quite often also, in such instances, particularly where a licensed engineer would be required were a boiler operated, there is considerable economy in using gas fuel.

One Cause of Soft Pork

Educational Campaign Started Against Feeding of Soy Beans

In an attempt to advise hog producers of the harmful results of feeding soy beans in their natural state to hogs being fattened for market, the Institute of American Meat Packers has started an extensive educational campaign.

The Institute's Sub-committee on Soft Pork, of which F. M. Simpson is chairman, met recently and drew up a number of recommendations for combating the soft pork evil. As a result the Institute is preparing a large number of single page inserts for distribution by commission men to producers, containing the following copy:

"The high quality of pork produced on the farms of the corn belt states is being threatened by an increasing acreage of soy beans in these same states.

"It has been definitely established that soy beans in their natural state, either

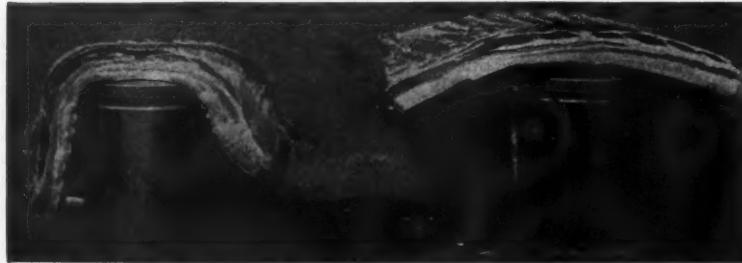
chasing meat, and will not pay as much for it as they will pay for firm, attractive pork.

"If you desire more information, write to the packer who buys your hogs, or to the sponsors of this statement—Institute of American Meat Packers, 506 South Wabash Ave., Chicago, Illinois."

These advertisements also carry an illustration comparing a soft belly with a firm belly.

The Institute will prepare and send out additional publicity material concerning the results of feeding soy beans in natural state to hogs, and will supply quantities of the inserts described to packers at cost.

An attempt will be made to interest the United States Department of Agriculture and the various state colleges of agriculture in developing and spreading more information about soy bean feeding. Packers are being urged to keep records of hogs which yield soft pork.



ONE RESULT OF FEEDING SOY BEANS TO HOGS.

Soy beans in their natural state contain a large amount of oil, and if hogs consume these beans in large quantities the meat will be soft and oily.

The two bellies shown above give an excellent illustration of the results of feeding soy beans. The belly on the left is soft and flabby, and no amount of chilling will harden it, while the belly on the right is firm and desirable.

Packers have sometimes had an entire box of meats refused because it contained one soft belly or ham. The fat from such hogs makes lard that cannot be hardened, and the meat generally is wasteful and difficult to merchandise.

whole or ground, when fed to hogs makes the fat of those hogs soft. Even when fed along with corn, the beans produce soft pork. Although lack of finish also will result in soft pork, nevertheless much of the increase in soft pork in hogs received from corn belt farms is the result of feeding soy beans as they are produced on the farm. This is shown by the fact that certain areas where the use of soy beans has been increasing have yielded more soft pork during recent years while other areas not using soy beans have not shown an increase.

"Farmers of the corn belt should not endanger the standing of their hogs as producers of high quality pork by using soy beans for growing and fattening hogs. We urge producers not to feed soy beans in their natural state to hogs.

"The consumer is the hog producer's customer. Consumers discriminate against soft pork when they are pur-

The work is being done under the direction of the Sub-Committee on Soft Pork, the members of which are F. M. Simpson, Swift and Company, chairman; R. B. Ellis, Wilson and Company; A. F. Sinex, Cudahy Bros. Company; H. A. O. Speers, Kingan and Company; J. T. Stringer, Cudahy Packing Company; E. N. Wentworth, Armour and Company, and C. Robert Moulton, Institute of American Meat Packers. The Institute's Departments of Nutrition, Waste Elimination and Live Stock, and Public Relations and Trade are co-operating.

Shippers of hogs do not want soft hogs.
Feeders of hogs do not want soft hogs.
Meat packers do not want soft hogs.
Exporters of pork do not want soft pork.
Consumers of meat do not want soft pork.

AMERICAN ROYAL STOCK SHOW.

Two hundred and two carlots of finished steers and feeders were exhibited at the American Royal Livestock Show held at Kansas City during the week ended November 19, 1932. Of these 76 carloads were finished steers and 126 feeders. In addition there were large showings of hogs and sheep. Kansas City is one of the famous cattle markets of the West, and lived up to its reputation during this show, at the close of which it sent large numbers of finished and feeder steers to Eastern points.

A load of 15 yearling Hereford steers were made grand champions of the show, winning for their owner \$3,200 in prizes. These cattle brought the third highest price in the sales ring, going to Armour and Company at \$10.25. The champion load of Shorthorns brought the highest price of \$15.00 per cwt., being purchased by the Wil Grocery Co. of Kansas City. Arbogast & Bastian of Allentown, Pa., bought the champion load of Angus yearlings at \$12.25 per cwt.

The grand champion steer of the show was a Hereford exhibited by an Indiana breeder and was sold to the W. B. Schneider Meat Co. for the Kansas City Club at \$75 per cwt. The champion Angus steer was sold for \$40 per cwt. and the champion Shorthorn shown by Iowa State College was not sold. The Williams Meat Co. of Kansas City bought the grand champion in the 4-H show, paying \$71 per cwt. for the steer.

The grand champion hog of the show, a heavyweight Poland China barrow, brought 10c per pound, paid by Wilson & Co. for Arnold Bros. Meat Co. of Kansas City. The junior division grand champion brought \$6.75 per cwt. but beyond this no fancy prices were paid in the hog division.

The grand champion lamb of the show was a Southdown exhibited by Purdue University. This lamb sold for \$166.66 to Phillips 66 of Bartlesville, Okla., that company donating it to a Kansas City hospital. The grand champion lamb in the junior division sold for \$45 per hundredweight.

The show was reported to be the greatest in the history of the Kansas City yards, not only in point of exhibits but in attendance and interest on the part of exhibitors and visitors and of packers, meat dealers and buyers of feeders for sale during the coming year.

ALWAYS AFTER PRIZE BEEF.

Arbogast & Bastian, Allentown, Pa. packers, were liberal buyers of cattle at the American Royal Livestock Show held last week in Kansas City. Walter Bastian and E. J. Knerr, son and nephew of Morris C. Bastian, represented the company and bought five carloads of fat cattle and six of feeders. The feeders will go to the Bastian farms near Allentown to be fed for the June fair at Lancaster, Pa. These cattle were regarded by Kansas City authorities as some of the best the West had to offer.

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Fleet of Hundred Trucks Replaced To Better Delivery Efficiency

"Absolute freshness."

This is one of the promises made to customers by salesmen for A. Gobel, Inc., New York City.

It is a promise every effort is made to fulfill, since freshness in meat has an important bearing on quality and customer satisfaction.

To better aid in getting products in prime condition to retail stores this company recently discarded every unit in its truck fleet, replacing them with modern, two-compartment, refrigerated trucks. The order called for 100 new vehicles—quite an investment to satisfy the company's ideas of service.

to bring down the temperature of meats that have warmed up on their way from the plant to his store.

Care taken to design attractive truck bodies has paid well.

As will be seen from the accompanying illustration of one unit of the fleet, the body is finished in two colors. Upper half is white with gold lettering; lower half is crimson. Bodies are dusted every night and washed after each rain to keep them spick and span. Each truck will be repainted yearly. Inside is washed daily.

Refrigeration is by solid carbon dioxide in Icelfin units manufactured by Fitz Gibbon & Crisp, Inc. These are equipped with temperature control by

CO₂ services a truck body for 48 hours.

The necessity to charge the cooling units only every other day has a number of advantages. The cost for labor is reduced, and as the truck is under continual refrigeration it is not necessary to handle products not sold at the end of the day from the trucks into the plant coolers, and back into the trucks the next morning.

Filling the units every other day is also an advantage in the cost of those trucks which operate on a two-day route, of which the company has a number. The Gobel organization distributes over 250,000,000 lbs. of their product yearly.

SHOW AIDS MEAT CONSUMPTION.

Advance entries of prime cattle, baby beefes, pigs and lambs indicate that the display of fat stock at the seventh annual Great Western Livestock Show at Los Angeles, Calif., November 26 to 30, will be the largest in the history of the event. Although the major portion of the prize stock will come from California ranches and boys and girls who are members of the 4-H Clubs, it is indicated that there will be several carloads of prime animals from Oregon, Washington, Kansas, Missouri, Colorado, Utah, Nevada and Arizona. Los Angeles retail meat dealers are taking part in publicizing the show and arrangements have been made whereby the retailers will invite their patrons to be their guests at the stock show.

Great progress has been made in improving the meat food supply for Southern California, largely as a result of the educational features of this show. That the public appreciates improved quality of meats is demonstrated by the fact that this year's meat consumption in Los Angeles county is the largest in history, being far ahead of any previous year. Few industries have made such progress during the past year.

BALTIMORE LIVESTOCK SHOW.

Meat packers of Baltimore were brisk bidders at a recent selling of prize animals at the livestock show at the Union Stock Yards, Baltimore. One hundred and forty carloads of select cattle were sold, bringing approximately \$250,000. Cattlemen have called the show a "black sweep," as all the champion and reserve champions named by the judges were black Angus entries. The grand champion of the show, a 16-month-old Aberdeen Angus steer, bred and raised at Fallston, Md., went under the hammer at 76 cents a pound. The animal weighed more than 7,000 lbs.

ARGENTINE MEAT CONTROL.

Meat packing is among the industries that will come under strict government control in Argentina if bills now before the extra session of the Argentine congress become law. They are designed to control businesses dominated by foreigners.



TWO COMPARTMENT MEAT TRUCKS REFRIGERATED WITH SOLID CO₂.

One of the fleet of 100 new two-compartment trucks placed in service recently by Adolf Gobel, Inc., New York City. Fresh meats are carried in the rear compartment, which is kept at a temperature of 40 degs. Fahr. Smoked meats are carried in the forward compartment, refrigerated to 46 degs. Fahr. Refrigeration is with solid carbon dioxide in Icelfin units made by Fitz Gibbon & Crisp, Inc. The units are charged with refrigerant every other day. Bodies were manufactured by Hoover Body Corp., York, Pa., and are mounted on White chassis. Insulation is 4 in. of Dry Zero blanket.

But these new trucks, company officials say, have proved to be a good investment. They have been both an advertising and operating success. To the public they represent the last word in cleanliness and quality, and from these standpoints they have been helpful in winning public good will and acceptance of Gobel products.

Control Compartment Temperatures.

They impress the dealer.

They have become associated in his mind with the idea of quality products—good meats carefully handled. On warm days, particularly, his order is not covered with moisture condensation to cause trouble later. He does not have to spend money for refrigeration

means of which each compartment is held at the desired temperature, depending on products being carried and the outside temperature.

Labor of Icing Reduced.

Fresh meats are carried in the rear compartment. This is refrigerated to a temperature of about 40 degs. Fahr. Smoked products are carried in the forward compartment in a temperature 46 degs. Fahr.

Cost of using solid carbon dioxide in these units, the company has found, compares favorably with the cost of ice and salt refrigeration. The savings in labor for icing and maintenance of bodies and chassis are particularly noticeable. One hundred pounds of solid

A Page for the Packer Salesman

Salesman's Approach

Either Makes Good Customers for Him or Loses Them

What are the reactions of the retailer to the methods of any particular packer salesman?

If each salesman knew this it might help him considerably to do a better selling job.

Some light on this subject is contained in the following letter from a meat retailer. He says:

Editor THE NATIONAL PROVISIONER:

A packer salesman told me recently that I am "the most hard-boiled" retailer in his territory and the most difficult one to sell.

This was news. It never occurred to me that I was any different from the average run of butchers, so I checked up with the other packer salesmen who call on me.

The honest ones confirmed the first salesman's statement; the timid ones evaded the question. Anyway I had the information I wanted.

I have been thinking about my reputation with the salesmen for many weeks, and recently it struck me that those packer salesmen who call on me and others who read THE NATIONAL PROVISIONER might pick up a few facts of value by knowing how one retailer reacts to their solicitations.

Has One Aim—To Make Money.

I have bought meats for resale for 27 years. Being blessed with average intelligence I have picked up during this time a few facts on meats and the methods of selling it.

My store, in general appearance and volume of business done, is, perhaps, above the average. I am not an egotist, but I have considerable confidence in myself and my ability to "get by" even in these difficult times.

I dislike smartness in salesmen. I am in business for one purpose—to make money. My buying and selling is done with this end in view. Some salesmen take it as a personal affront—and show it—when I turn them down. I am not influenced in buying by personal considerations. I would as soon buy from a salesman I dislike as from one I like if it were to my advantage to do so. When all things are equal my business goes to those who are most helpful to me.

What Are the Profits?

At least 12 packer salesmen call on me each week. I see all of them. This

takes time, and I have no time to waste. Listening to funny stories and the latest news in the salesman's family costs me money. What I want to know—and quickly—is what the salesman has to offer. I know its a nice day or a rainy day, that the price of hogs is down, and that business is on the up grade; and I am not interested in the latest Hollywood scandal.

What I want to know is: Would it be profitable for me to stock some or all of the products the salesman has to offer? What is the margin of profit? How is it selling in other territories? What are its sales points? To what class of people does it appeal? What selling helps in the way of store and window displays, newspaper mats, etc., will be furnished? I want to know all possibilities for volume sales and profits.

This is the angle most packer salesmen leave to the last; it should come first. The quality I can judge for myself; appearance is self evident; the package speaks for itself. What I want is help in judging whether or not it would pay me to stock the product.

Tell Retailer What He Wants to Know.

This is the angle, it seems to me, all other retailers must be interested in. If I were a packer salesman I think I would try to put myself in the retailer's place, visualize his problems and build sales talks that would contain briefly and concisely the facts he wants to know.

Fresh meats are a little different. I know the quality I want and I keep in

Tips for Your Trade

COMPANION ITEM SPECIALS.

Meats and other foodstuffs that are customarily used with "something else" are chosen as special by one retail food dealer. In his displays these companion items are grouped around the special. The idea has been the means, he believes, of adding substantially to his volume of sales.

This plan of merchandising, the dealer says, has two practical advantages:

1—It helps to increase the size of the average sale;

2—It increases the volume of sales of those items on which the dealer's margin has not been cut.

This is a merchandising stunt packer salesmen might pass on to their customers.

fairly close touch with the market. When the meats I need are offered to me at prices I think are right I buy. This transaction need not be either a lengthy or complicated one. When I am stocked up no amount of argument and price concessions will influence me to take on something I do not need.

I buy from some salesmen regularly and from others occasionally. Few if any of them show any interest in the merchandise after it is in the store. Surely it is to their advantage to have it move out promptly to consumers. More study of retail meat merchandising and more interest in improving merchandising methods in the retail store would make them many friends and help them directly to sell a larger tonnage.

Yours very truly,
MEAT RETAILER.

PORK SAUSAGE SALES.

The pork sausage season is getting well under way, and the packer salesman will want to miss no opportunity to sell as much of this delicious specialty as possible.

The argument of quality may have become somewhat stale as far as some meat products are concerned, but it is the most effective one that can be used when soliciting pork sausage business, one salesman believes.

"Some dealers," he says, "have gone 'sour' on pork sausage. Of course the reason is the situation which existed last season when much of this product was produced to sell at a price. The dealer's reaction to this product is but a reflection of customers' disappointment in merchandise of this sort.

"In my territory dealers are very cautious. They learned last year that low price is not enough of an inducement to influence consumers to continue to buy a product when quality is lacking. Poor sausage lost business for them last season—business which they feel is not going to be regained easily—and they do not intend to further hurt trade this year by handling unsatisfactory sausage.

"The best way to handle this situation, I find, is to make the sale without any strings attached to it. To customers who are skeptical I suggest that they take home some of the merchandise, try it on their tables and see for themselves that the quality is up to standard. If it is not, I tell them, my firm will take any product they have in stock off their hands. Such a line convinces the most confirmed doubter."

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EDITORIAL

Depression No Obstacle to Progress

For satisfactory profits, packers need a wider spread between costs and selling prices. Many plants are seeking this by reducing overhead and operating costs. Reports of new construction to replace obsolete buildings and installation of modern and up-to-date equipment are increasing. Following are some typical instances of rebuilding reported in the meat industry during the past two weeks:

A Nebraska packer will remodel his plant. A new addition to the plant of a Louisville packing-house is being completed. A St. Paul packer is planning an addition to cost \$20,000. A packer in Pawtucket, R. I., has revised plans for the erection of a one-story plant 100 by 120 ft. A packer in Kokomo, Ind., is doubling his floor space. A St. Paul sausage manufacturer is spending \$10,000 to remodel his plant. Improvements to be made soon in a Milwaukee, Wis., plant will cost \$100,000. Another Milwaukee packer is planning to spend \$10,000 in plant improvements. A third plant in Wisconsin will spend \$25,000. Another plant will make improvements which will total about \$110,000.

Several packers recently have installed new equipment in their hog killing departments to reduce overhead and operating costs. An Iowa packer has built a new boiler and engine room and installed high pressure boilers and turbo-generator sets. A Chicago packer has plans for new equipment in boiler and engine rooms and a general overhauling of the power department.

Typical of what is possible in the reduction of overhead costs by eliminating obsolete building and equipment is the case of a Cleveland, O., packer. This packer recently moved into a new plant containing only about one-fourth the floor space of the old buildings, but which has about the same productive capacity as the old plant. Savings in insurance, interest, depreciation, taxes, repairs and maintenance, heating, lighting, etc., are obvious. On the production side interdepartmental movement of product has been reduced to a minimum, operations have been speeded up and labor costs have been lowered. The cost for the new plant soon will be returned.

Money, measured today in terms of new buildings, equipment, appliances, methods and processes to reduce overhead and production costs and improve a packer's competitive position, is

cheap — cheaper than it ever may be again. Investments of this type are returning a good income. Their value and earning power will increase as there is improvement in the general business situation. Improvements made now to reduce costs are not only necessary, in many instances, but are an opportunity that should not be overlooked.

Put a Ban on the Price Birdies

A packer may be long on certain fresh or cured cuts. He finds it necessary to move them quickly. To do this he may make a price concession. It is an unusual situation, and the sales in no way reflect market conditions.

But the incident becomes known to salesmen of other firms. They lose some volume. Perhaps they become panicky, and without knowing the situation they report to their houses that so-and-so is cutting prices. Usually the low price is met by competitors, and the market is dragged down unnecessarily.

One Central West packer recently issued orders to salesmen to report no competitor's prices. In view of the closeness with which packers have watched competitors, this appears to be a radical move. But this packer believes it is a constructive step. A similar order to their salesmen by other packers, he believes, would be most helpful in maintaining profitable price levels.

If a packer desires to keep informed on what other packers are selling for, he might make an effort to get a true picture. When a salesman reports a competitor's price, it is always the low one, never the high one. The packer hears the worst side of the story, never the better side. While a packer may be selling one product below the market for some special reason, his prices for other products may be in line with the market or above it.

Reporting competitors' prices, therefore, becomes a destructive process. In times like these, when competition is keen, such a practice continually bears down on the market.

It might be a good idea — at least it would be an interesting experiment — to have salesmen ignore unusually low prices and report only the high ones. Incentive to lowering prices beyond a fair market level might thereby be eliminated, and there might come a more general appreciation of the fact that few packers really are willing to take a loss simply to move product. More optimism might be brought into meat merchandising, and some destructive and useless price competition eliminated.

Practical Points for the Trade

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Chilling Hot Carcasses

A wholesaler of food products who does his own retailing is undertaking the slaughter of livestock to meet the needs of his trade outlets, and writes regarding the chilling of hot carcasses. He says:

Editor The National Provisioner:

At what temperature should a cooling room for beef and hogs be kept? That is a room to take out the animal heat.

Hot carcasses should be chilled down as rapidly as possible for best results. The old idea of letting the carcass hang for a while before putting it in the cooler has been abandoned, as has the idea that carcasses should be chilled slowly.

In the case of beef especially it is common practice to have several small coolers for hot and partly chilled carcasses and to run the fully chilled carcasses into the sales cooler, especially where there is considerable local business. This sales cooler should be well lighted and made otherwise as attractive as possible.

For the chilling of carcasses of all kinds it is now believed that the coolers can not be too cold when the hot carcasses are run in. Sour rounds and sour joints are almost invariably the result of poor or too slow chilling. It is said that practically all of this difficulty is developed in the first ten hours of chilling. Of course the carcasses must not be frosted. There should be adequate means for chilling the air and condensing the moisture and rapid air circulation must be provided. Carcasses must be properly spaced so as to provide complete air circulation.

The temperature of the cooler should be brought down as low as possible before the hot carcasses are run in. It should be maintained at 30 degs. F. until chilling is completed. Hot carcasses can stand very cold air without danger. The surface temperature of the carcass should be lowered to 32 degs. F. as quickly as possible and it should be maintained at that point until a bone temperature of 32 to 36 degs. F. is reached.

Points in Chilling.

Six important points in the chilling of carcasses have been set forth as follows:

1. Strict observance of sanitation and the earliest possible reduction after slaughtering of the temperature of the carcass to a point where bacterial development and action will be at a minimum.

2. Do not overcrowd coolers. Space carcasses so as to permit a free circulation of air about every carcass. Do not let them touch each other at any point.

3. Coolers should be kept dry and rapid air circulation maintained constantly.

4. Tracking should be kept in good condition to avoid the dropping of rust on carcasses. Avoid rough handling.

5. Uniform chilling methods should be used. Do not run hot carcasses into a cooler containing partially chilled carcasses. This makes uniform chilling impossible.

6. The quicker the chilling, the less the danger of spoilage.

If Casings Turn Pink

What makes casings turn pink? A subscriber who has been having this trouble says:

Editor The National Provisioner:

As subscribers to your valued journal we should be glad if you would advise us of the reasons why casings turn fleshy pink.

This color is caused by air striking the casings in packages that are not air-tight. This contact of the air with the salt causes some change to take place resulting in this condition, which is in reality the first stage of spoilage.

Do you use this page to get your questions answered?

Uncooked Pork Rules

All meat products which include pork designed to be eaten without cooking must be subjected either to heat or refrigeration to insure wholesomeness, according to U. S. government regulations.

In recent issues of THE NATIONAL PROVISIONER has appeared recapitulation of this prescribed treatment as issued by the U. S. Bureau of Animal Industry. Instructions for handling dry or summer sausage, ham to be eaten without cooking, and capicola and coppa, are included.

Information concerning these rules, of vital importance in the manufacture and sale of these products, may be had by filling out and mailing the following coupon, with 5c in postage:

The National Provisioner,
Old Colony Bldg., Chicago
Please send me information on "RULES ON UNCOOKED PORK."

Name.....
Address.....
City.....State.....

Italian or "Hot" Sausage

Italian or "hot" sausage is demanded in some sections, especially where there is a large quota of consumers from Southern Europe, and many other classes of trade find this a tempting and pleasing product. A sausage manufacturer writes regarding this as follows:

Editor The National Provisioner:

We would like to make Italian sausage, or hot sausage as it is sometimes called. Our customers are continually asking for it. Can you give us a recipe for making such a sausage?

A good formula for this product is 60 lbs. of beef, free of sinews 40 lbs. pork trimmings, half regular and half lean.

Chop this meat through the 1-in. plate and mix it with the following:

1 No. 3 can pimientos, juice and all, chopped to a paste
1 1/2 lbs. straight ground chili pepper
1 lb. high grade paprika.

If the meat is fresh,
2 lbs. salt.

If meat is cured, the additional salt is not necessary. Also add

1 oz. ground caraway
2 oz. coriander
1 oz. celery
2 oz. nutmeg.

After thoroughly mixing, run all through the 3/32, 1/16 or 1/8-inch plate, depending upon the fineness or coarseness of the meat desired.

Stuff in hog casings, linked six to the pound. This makes possible the serving of two sausages on the average plate lunch. Put into the cook tank with the water at 160 degs. and let the temperature drop back to 150 degs. Cook for 30 minutes or until an inside temperature of at least 137 degs. is obtained.

This sausage can be smoked right after it is stuffed, smoking for half an hour in a cold smoke.

Any good bologna or frankfurts meat formula can be used for this sausage, cutting the meat coarser if desired and seasoning highly, with seasonings such as those suggested in the above formula.

WHOLESALE FOOD PRICES.

Indexes of wholesale food prices showed a decline of 1.3 per cent between September 15 and October 15 and 12.8 per cent from the index of October 15, 1931. Meat showed a decline of 4.5 per cent during the month and 4.7 per cent from the index of a year ago. The index of all wholesale commodity prices, as reported by the U. S. Bureau of Labor at 64.4 of the 1926 level, shows a decline of 1.3 per cent for the month and 8.3 per cent from a year ago.

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Steam in Tank House

A subscriber abroad complains of trouble with steam in the tripe house, and asks how this trouble can be overcome. He says:

Editor The National Provisioner:

We are having considerable trouble with steam in our tripe house. We have put in a vent over the cookers in the effort to get the steam to pass out from the room, but even with the aid of a forced draft we are unsuccessful.

At the present time we are using open steam jets and are wondering whether the installation of coils would obviate the difficulty.

The use of a closed heating coil probably would help this packer to overcome his difficulty. It is likely that two things are happening:

1. More steam than the water can condense is being used. The excess passes off in the manner described.

2. Undoubtedly there is considerable water area exposed in comparison to the contents of the cooking tank. A deeper tank with a smaller cross section would give less opportunity for steam to escape.

In many meat plants in this country covers are provided for most cooking tanks. They are also coming to be equipped with temperature regulators as a modern practice. These latter devices keep the cooking water at the correct temperature and prevent the waste of heat units.

If the tank is equipped with steam coils they should be placed under slats, so that the product being cooked will not come in contact with them.

NO TAX ON ELECTRIC CURRENT.

Electricity used by branch houses of meat packing companies for the processing of meat products is exempt from tax, under an important ruling by the federal tax authorities, according to J. S. Seidman, tax expert of Seidman & Seidman, certified public accountants, New York City.

"The law imposes a 3 per cent tax on electrical energy used for domestic or commercial consumption," Mr. Seidman explained. "The question arose as to the taxability of electricity furnished branch houses of meat packers. The decision of the tax department is that electricity used in the processing of meat products, such as curing and smoking meats, manufacturing sausages, frankfurters, etc., is as an industrial use rather than commercial, and hence is not taxable."

"However, the ruling further provides," Mr. Seidman said, "that electricity used for refrigeration, storing, and so-called aging of fresh meats, or for the distributing of the company's products, is commercial in its scope, and is taxable. Where both operations are carried on at the same location, and the electrical energy is furnished through one meter, the predominant character of the business carried on at the location determines the taxable status."

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

GAS IN THE MEAT PLANT.

(Continued from page 15.)

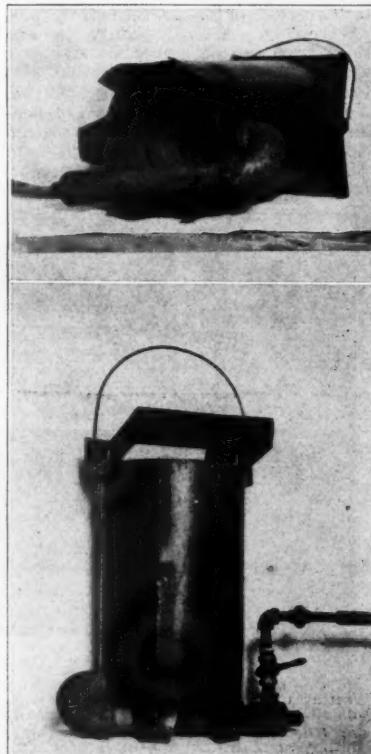
setting up slack barrels, to prevent the breaking of staves.

How Gas is Measured.

The chemical laboratory would hardly be complete without the bunsen burner. Here also quick, accurate heat is needed.

Gas is purchased by the therm or cubic foot basis. A therm is equivalent to 100,000 B.t.u. It is furnished to the consumer at from 500 to 1,000 B.t.u. per cubic foot depending upon the locality. Burners are designed according to the B.t.u. content of the gas furnished. The proper burner permits of perfect combustion. Tips are installed to obtain the correct air and gas ratio. Another very important consideration is the location of the burner with respect to the heating surface. A little study of the design may materially improve results.

As a matter of safety, gas lines in



GAS CAR HEATER.

In cold weather some heat in refrigerator cars is necessary before meats can be loaded without danger of freezing. Here is an ingenious heater used by one packer for this purpose. In this case a gas line is installed along the loading dock with connections at intervals for furnishing gas to the heater.

the plant should be painted a distinctive color. This will prevent an inexperienced workingman breaking into the wrong line. Leaks are to be guarded against at all times. These are readily noticeable by the odor and great care should be exercised that no open flame is brought within the proximity of a leak until it has been repaired by a competent workman.

Gas Burner Upkeep.

Gas meters occasionally leak around the glass covering the dials. This indicates a defective meter and it should be replaced as soon as possible.

City gas has been successfully used in cutting steel plates as a substitute for acetylene in oxy-acetylene torches. It is considerably cheaper if extensive operations are being considered.

Butane, a by-product of the gasoline industry, recently has appeared on the market. This type of liquid gas is purchased in cylinders or tank cars, requires but an inexpensive plant and in many localities is cheaper than city gas. It is easily installed and adapted to any of the varied meat plant processes. It is used in existing distribution lines and substituted for natural or city gas. In outlying plants that have no gas mains available, butane fills a much needed want. It has all the advantages of a prepared fuel.

Burners should be maintained in a clean condition at all times. This is especially desirable from a safety point of view. A partly clogged burner is inefficient and permits gas to escape into the room at times when the apparatus seems to be well vented. Such a condition is hazardous. Most burners are removed easily and can be blown out with air or steam. The mixing chambers should be adjusted so as to burn the gas economically. It is just as important to give gas burners regular attention as any other piece of mechanical equipment.

CITY MEAT INSPECTION COST.

Request of Des Moines, Iowa, packers for a reduction in the cost to them of city inspection was denied by the mayor, who pointed out that the present rate of full-time inspection costs only from 9c to 18c per animal, depending on the volume of the kill. Fees charged by the city on individual inspections is 45c per head for cattle, 25c per head for calves and 15c each for hogs and sheep. The mayor pointed to the need for local inspection and the fact that the proceeds from inspection paid only about two-thirds of the salaries of the inspectors employed.

The most successful city meat inspection in the country is that of the city of St. Louis, Mo., described in THE NATIONAL PROVISIONER of September 3, 1932. No charge is made by the city for inspection service.

Refrigeration and Frozen Foods

Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

CHECKING ANNUAL OVERHAUL.

The season is approaching when the meat plant refrigerating system carries its lightest load, and when overhauling and repairing will be done.

This is a job that requires expert knowledge, care and conscientious workmanship, both from the standpoint of reliable and economical operation and safety to employees and equipment. The danger is not so much, however, that overhauling and repairing will be slighted or not properly done, as that details will be overlooked.

When the safety of large quantities of valuable product is dependent on continuous, efficient operation of the refrigerating plant, the packer cannot afford to take a chance that needed repairs will be passed by. Therefore, a check of one sort or another usually is provided.

This check may take a variety of forms. A simple and convenient method is to provide printed sheets on which are listed the various details of equipment. Space is provided in which are noted conditions of parts as revealed by inspection and operation. If new parts are needed the fact is recorded. There is further space on which certification of repairs and replacements is noted.

The important point is to provide some system by which a check can be kept, that will minimize or prevent the possibility of overlooking details and whereby the one responsible for results may know just how any job has been handled and by whom. The method of keeping such a check is not important providing it combines accuracy and simplicity.

FRUIT FREEZING EXPERIMENTS.

A much wider future development of the frozen pack industry than has been considered likely appears possible as a result of a discovery by the U. S. Department of Agriculture. This is that the temperatures of ordinary cold storage plants are sufficiently low to preserve certain fruits in small containers by the frozen pack method, the department announces.

The discovery that slow freezing at ordinary temperatures of from 15 to 18 degs. Fahr. is as effective in preserving some few fruits as rapid freezing at low temperatures has been supported

by the Department's experiments at two widely remote points in the United States, one at the experiment farm at Arlington, Va., and the other at the Frozen Pack Laboratory at Seattle, Wash. The Arlington experiments were made by J. M. Lutz, Dr. Joseph S. Caldwell and H. H. Moon, the Seattle experiments by H. C. Diehl and James A. Berry, all of the Bureau of Plant Industry.

The announcement that slow freezing is adequate for the frozen pack process is considered important for the cold storage and frozen pack workers, many of whom up to this time have believed that rapid freezing at very low temperatures was absolutely essential. It indicates a new field for cold storage plants which early frozen pack work had indicated was practically closed to them. Most opinion up to now has been that the successful freezing of fruit for preservation called for special low temperature equipment.

The department warns that while temperatures of 15 to 18 degs. Fahr. have been found satisfactory for freezing fruit in small containers, it is desirable to use temperatures of zero or below to freeze fruit in barrels. On account of the greater mass it requires a colder temperature to freeze the fruit in the center of the barrel before spoilage sets in. After freezing, the barreled fruit can be stored satisfactorily at the same temperature as that used for small containers.

Last season the department experimented with peaches, strawberries, and cider in the Arlington laboratories, and with strawberries, peaches, and other fruits in the Seattle laboratory. At the

Arlington laboratory the advantage seemed in favor of the slow freezing method. There was more discoloration of the peaches which were frozen rapidly, and there was more sediment in the rapidly frozen cider than in that frozen slowly.

At Seattle the comparisons of the two methods of freezing were especially noticeable in strawberries. The rapidly frozen strawberries lost more of their firmness when thawed, and the slowly frozen material held up much better after thawing. The scientists tested the two by dropping them several feet. The slowly frozen berries which remained firm, also retained their shape, but dropping the rapidly frozen ones flattened them considerably. Both laboratories found that the rapidly frozen peaches discolored more than the slowly frozen ones.

This season the department is continuing the experiments on rapid and slow freezing and is including many fruits other than those already tested.

REPRESENTS MUNDET IN SOUTH.

Mundet Cork Corp., manufacturers of cork products, announce that C. R. Howard has been appointed their distributor at Charlotte, N. C., to cover North and South Carolina. Mr. Howard will carry the full line of insulation, namely sheet cork, cork pipe covering, cork machinery insulation and cork isolation mats. He will also carry the cork tile flooring as manufactured by the Mundet organization. His office is located at 408 Hillcrest Avenue, Charlotte, N. C.



TWO REFRIGERATING UNITS USED TO COOL THIS TRUCK.

One of the first mechanically-refrigerated trucks to be equipped with two refrigerating units was placed in service recently with the S. R. Jones Co., Hamilton, O. Distributors for the H. H. Meyer Packing Co., Cincinnati, O.

The body is divided into two compartments, each of which has its own cooling unit. Frigidaire equipment is used. The front compartment, which measures about one-third the length of the body, is used for fresh meats. Here a temperature of 35 degs. Fahr. is maintained. The larger rear compartment is used mostly for smoked meats for which a 40 to 45 degs. temperature is sufficient.

The body is mounted on a Stewart chassis and has an overall length back of the cab of 12 ft. 3 in. It is 70 in. wide and 54 in. high inside. Outside panels are Plymet, and the interior is lined with galvanized metal. Insulation consists of 5 in. of Dry-Zero blanket in the roof, 4 in. in the sides and ends, and 4 in. of cork in the floor.

This truck makes approximately 50 stops a day and is re-loaded every 48 hours. It is one of a fleet of three being built by Coblenz Brothers Co., Dayton, O. The other two bodies are to be two-unit jobs, also, but salt and ice refrigeration will be used.

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PACKING PLANTS AND COLD STORAGE CONSTRUCTION

59 East Van Buren St., Chicago, Ill.

REFRIGERATION NOTES.

City Ice Co., Hopkinsville, Ky., has been incorporated with a capital of \$40,000. A new building will be constructed on West 4th st. at Main. It will be 59 by 60 ft. All equipment will be operated by individual motor drive.

Frank X. Huber, Buffalo, N. Y., recently purchased additional refrigerating equipment for use in his food terminal.

Blue Goose Cleaners, Sparks, Nev., is planning the erection of a cold storage plant.

Board of Education, Minneapolis, Minn., is taking bids on refrigerating equipment and insulation for the vocational school.

Department of Correction, Albany, N. Y., is taking bids on refrigeration work for the storehouse at Sing Sing prison.

Mayor T. G. Flint, South Toms River, N. J., has been appointed receiver of the New Jersey Ice & Cold Storage Co., Beach Haven Crest. The plant is one of the largest and most modern in New Jersey and is valued at \$300,000. The company was organized in 1929.

James T. Swann, 314 Madison ave., Tampa, Fla., has organized a company to erect a pre-cooling plant. The building, including machinery, will cost about \$25,000.

J. L. George, owner of the Gainesville Ice Co., Gainesville, Fla., has erected a modern meat curing and cold storage plant. Capacity for curing 1,000,000 lbs. and storing 200,000 lbs. are provided.

Merchants Refrigerating Co., New York City, is planning improvements and alterations to a 10-story building at 601 West 16th st. to convert it into a cold storage and refrigerating plant. The cost, with equipment, will be approximately \$200,000.

New York Central Cold Storage Co., New York City, has been incorporated with a capital stock of \$20,000.

Empire City Ice Corp., has been organized with a capital of \$30,000 to operate a refrigerating plant in New York City. L. Susman, 3208 Third ave., New York City, is the incorporator.

The new cold storage plant of the Berwick Fruit Co., Berwick, Nova Scotia, has been placed in operation. The capacity is about 15,000 barrels.

MEAT STOCKS DECLINE.

Stocks of meat and lard on hand in the United States on November 1, 1932, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Nov. 1, 1932, lbs.	Oct. 1, 1932, lbs.	5-Year Av. Nov. 1-lbs.
Beef, frozen....	22,899,000	14,139,000	37,665,000
In cure.....	8,938,000	7,989,000	9,888,000
Cured.....	9,954,000	3,751,000	6,900,000
Pork, frozen....	59,844,000	78,589,000	67,237,000
D.S. in cure....	35,267,000	45,178,000	43,341,000
D.S. cured....	30,234,000	46,177,000	43,816,000
S.P. in cure....	180,292,000	193,477,000	184,124,000
S.P. cured....	126,468,000	134,832,000	107,358,000
Lamb and mutton, frozen.....	2,574,000	1,983,000	3,714,000
Misc. meats....	37,080,000	40,066,000	57,308,000
Lard.....	34,358,000	70,656,000	66,283,000

Products placed in cure during:

Oct. 1932. Oct. 1931.

Pork frozen..... 25,704,000 32,113,000
D.S. pork placed in cure.... 41,484,000 41,556,000
S.P. pork placed in cure.... 148,133,000 153,435,000



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INTERNATIONAL SHOW OPENS.

Trainload after trainload of purebred livestock came to the Union Stock Yards, Chicago, this week to be on exhibit at the International Livestock Exposition, which opens November 26 and continues to December 3. The last of the exhibit animals came from the Royal Winter Fair at Toronto by special train. The exhibits this year include 14,000 head of cattle, sheep, hogs and horses, and this promises to be the greatest exposition of purebred animals ever held.

One of the downtown Chicago features of the show was the traversing by a purebred Shorthorn cow and her calf of the famous cow path established in 1844 and running from what is now 100 West Monroe street, in the middle of the Loop, along Clark street in the direction of the Board of Trade Building which stands on what was at that time William Jones' cow pasture. It is said that this will be the first time in 50 years that a cow has been in the Chicago Loop. After traversing the historic path, the cow and her calf were returned to the show for exhibit during the week.

STEDMAN GRINDERS IN CANADA.

Negotiations have been completed between Stedman's Foundry & Machine Works, Aurora, Ind., and John T. Hepburn, Ltd., Toronto, Canada, whereby the Stedman line of Tyre A 2-stage swing hammer grinders will be manufactured by the latter concern for sale in Canada. This line of grinders has long been popular with packers and renderers in Canada as well as in the United States.

Is Unfair Advertising

Attack on Lard by Vegetable Oil Competitor Is Reviewed

By The National Better Business Bureau.

Advertising published by the Procter & Gamble Company, manufacturers of a cooking fat sold under the trade name "Crisco," has contained the broad inference that other cooking fats cause indigestion, and that users of these other fats invite stomach troubles of various sorts.

Crisco, advertised as "the fat that digests quickly," is made of hydrogenated cottonseed oil. The product is advertised extensively and recent advertising prepared by the Blackman Company, the advertising agency which has handled the account for the past ten years, has contained these claims:

"Don't be unfair to your stomach. Use CRISCO . . . the fat that digests quickly."

"It certainly doesn't pay to take chances with your stomach, does it? Be safe. Use Crisco in your cooking, because Crisco is a quick-digesting fat."

"Play safe when you buy cooking fats — your family's digestion and health are at stake."

The Procter & Gamble Company has engaged and still retains a biological chemist who claims that his research indicates that Crisco digests from 18.8% to 27.8% *more rapidly* in a laboratory test tube than lard.

Assuming that Crisco does digest more rapidly, it does not follow that lard, therefore, is indigestible. Fish digests more rapidly than lamb, yet lamb is not indigestible. Lamb digests more rapidly than pork, yet pork is not indigestible.

The authority for our belief that lard is not indigestible is the United States Department of Agriculture. Some years ago the Department made studies of the digestibility of certain animal fats and vegetable fats. These studies were made on human beings. The coefficients of digestibility for butter fat, lard, hydrogenated cottonseed oil, peanut oil and cocoanut oil determined in these tests follow:

Hydrogenated Cotton- seed Oil	96.8
Lard	97.0
Butter Fat	97.0
Olive Oil	97.8
Cocoanut Oil	97.9
Peanut Oil	98.3

Crisco is made of hydrogenated cottonseed oil. This table shows

that the coefficient of digestibility of hydrogenated cottonseed oil is slightly less than that of the other fats listed. In other words, it is less completely digested than are these other fats. It will be noted, however, that the coefficients for all of these fats are, to all intents and purposes, practically the same. All of them are digestible.

Commenting specifically upon butter fat and lard, the United States Department of Agriculture stated in bulletin No. 505 that these fats "were satisfactorily digested and are suitable for use in quantity as food."

Since the findings of the United States Department of Agriculture refute the theory that lard is indigestible, we disapprove the Crisco advertising insofar as it discredits other digestible cooking fats.

In the interest of fair advertising practice the National Better Business Bureau issues this report. It is released only after our efforts to bring about changes in the campaign through negotiations with the advertiser and its agency have failed.

This is an attack upon lard. Neither the advertiser nor its advertising agency has submitted to us one scrap of evidence to prove that lard is harmful, indigestible, or in any way unhealthy, and yet they see no reason why they should not continue this attack.

Contrast the present attitude of the Blackman Company with their attitude a year ago, when they complained in behalf of their client Procter & Gamble against a firm which was attacking soaps made from animal fats.

Soaps made by the Procter & Gamble Company are made of animal fats, and the Blackman Company thought it was distinctly reprehensible for a concern making soaps out of vegetable fats to attack the products of their client.

Just as the Blackman Company infers today that lard is harmful, a year ago this vegetable soap manufacturer was inferring that soaps containing animal fats were harmful. Just as the Blackman Company today cannot prove that lard is harmful, this vegetable soap manufacturer could not prove that soaps made of animal fats are harmful.

In marked contrast to the attitude of the Blackman Company,

this vegetable soap manufacturer was willing to discontinue his unfair attack. Today the Blackman Company refuses, in the name of the Procter & Gamble Company, the very cooperation which they sought through us and secured in behalf of the Procter & Gamble Company a year ago.

Similarly, attempts to secure cooperation direct from the Procter & Gamble Company have failed. (Signed)

NATIONAL BETTER BUSINESS BUREAU, INC.
Commercial Department.

WORLD PORK OUTLOOK.

Relatively large slaughter supplies and continued weak consumer demand for hog products were responsible for the decline in hog prices in both the United States and Europe during October, according to the U. S. Department of Agriculture. Prices of pork and lard in domestic and foreign markets also weakened during the month.

The total dressed weight of hogs slaughtered under Federal inspection in the United States during the marketing year ended Sept. 30, 1932, was about 4 per cent larger than in the preceding year. Total pork exports for the year were 30 per cent smaller than in 1931, the decrease being much greater in bacon exports than in case of hams and shoulders. Lard exports were only 1 per cent smaller than a year earlier. The reduction in the export movement to Great Britain and other countries was about offset by the increase in the shipments of lard to Germany.

German slaughter was slightly smaller than preceding year, but Danish hog slaughter and bacon exports for the year were the largest on record. Hog numbers in both of these countries are estimated to be smaller than a year ago, and marketings during the current year are expected to be smaller than last year.

British imports of bacon for the year ended Sept. 30, 1932, were larger than any other similar period on record, but total ham imports were about the same as those of a year earlier. A recent report indicates that in order to increase prices, the British government proposes to restrict bacon imports materially during the next two months. British lard imports during the twelve months ended Sept. 30, were 12 per cent smaller than in the corresponding period a year ago, but they were about the same as the average of the other post-war years.

LARD AND GREASE EXPORTS.

Exports of lard from New York City Nov. 1, 1932, to Nov. 23, 1932, totaled 10,756,130 lbs.; tallow, none; greases, 593,600 lbs.; stearine, 84,000 lbs.

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Provision and Lard Markets

WEEKLY REVIEW

Market Quiet—Prices Barely Steady—Hog Run Larger—Hogs Easier—Outward Movement Good—Domestic Cash Trade Quieter.

Market for hog products the past week was rather quiet. Prices were barely steady, backing and filling with commission house operations. A little hedge pressure was apparent at times, but at other times there was evidence of buying of lard futures by packing-house interests, supposedly lifting of hedges against cash trade.

Hog run was larger than of late. There has been a barely steady hog price level and a quieter cash lard demand than recently experienced, resulting in less disposition to take hold in speculative quarters. This was partly the result of expectations of more liberal hog arrivals, and served to offset, to a great extent, the light available lard stocks at the moment.

Again it appeared as though a limited demand for meats was having some adverse influence on lard. At the same time, the market continued to feel the unsteady position in grains, and was also influenced by uncertainties surrounding the foreign debt question, as the latter might easily have considerable influence upon foreign lard takings in the future.

While prices held above the previous low point of the season, the market was within striking distance of the latter. New lows in cotton oil attracted some attention, although there appeared to be less interest in the spreading operations between western lard and the New York cotton oil markets.

Hog Receipts Up.

Receipts of hogs at western packing points last week were 493,400 head, compared with 332,323 head the previous week. While somewhat larger than of late, receipts were considerably less than the 659,800 head the same week last year.

Top price on hogs at Chicago, after recovering to around 3 1/4c, eased again this week to around 3.40c. Average price of hogs at Chicago was off to around 3 1/4c, against 3.45c last week, 4.40c the same week last year and 8.25c the same week two years ago. Average weight of hogs received at Chicago last week was 230 lbs., compared with 231 lbs. the previous week, 220 lbs. the same week last year, and 225 lbs. two years ago.

Official exports of lard for the week ended November 12 were 8,704,000 lbs., against 6,690,000 lbs. last year. Exports from January 1 to November 12 have been some 470,406,000 lbs., against 490,353,000 lbs. the same time last year. During the week, 5,161,000 lbs. went to the United Kingdom, 2,241,000 lbs. to Germany, 414,000 lbs. to the Netherlands, 505,000 lbs. to other European destinations, 121,000 lbs. to Cuba and 262,000 lbs. to other countries.

Exports of hams and shoulders, including Wiltshires, for the week were 845,000 lbs., against 1,305,000 lbs. last

year; bacon, including Cumberlands, 302,000 lbs., against 512,000 lbs.; pickled pork, 125,000 lbs. against 133,000 lbs. last year.

Speculative Interest Lacking.

Considerable interest was taken in the let-up in domestic lard takings of late. The fact that consumers have bought heavily recently was quickly lost sight of. Lard stocks are down to small proportions, and it appears evident that, although meat stocks are rather large, packers at the moment are not any too anxious to support the hog level.

Considerable depends on the attitude of the hog raiser. Unless marketings are carried on in an orderly fashion, lower levels are quite probable, as there is little in the general or surrounding situation to encourage much speculative absorption at the moment. The trade is fully cognizant of the fact that feeding operations were still profitable, owing to the low levels of corn the tendency back in the interior to make the yellow cereal walk off the farms.

The ruling low levels in lard futures, however, discourages bear operations. Although some liquidation has been apparent from tired holders, little new buying through commission houses appears on the declines. There has been some transferring from the near-bys to the later months, but some are inclined

to look for fair sized deliveries on December contracts.

PORK—Demand has been rather moderate, and the market about steady at New York. Mess was quoted at \$16.50 per barrel; family, \$17.00 per barrel; fat backs, \$11.00@13.00 per barrel.

LARD—Demand was quieter this week for domestic and export, and the undertone was easier. At New York, prime western was quoted at 5.00@5.10c; middle western, 4.90@5.00c; New York City tubs, 5 1/2c@5 1/4c; refined Continent, 5 1/2c; South America, 5 1/2c; Brazil kegs, 6 1/2c; compound, car lots New York, 6@6 1/4c; smaller lots, 6 1/4c@6 1/2c.

At Chicago, regular lard in round lots was quoted 87 1/2c over December; loose lard, 37 1/2c over December; leaf lard, 37 1/2c over December.

See page 30 for later markets.

BEEF—Demand was moderate, and the market was somewhat easier at New York. Mess was nominal; packet, nominal; family, \$12.00@13.00 per barrel; extra India mess, nominal; No. 1 canned corned beef, \$1.97 1/2c; No. 2, \$3.90; 6 lbs. South America, \$12.00; pickled tongues, \$33.00@35.00 per barrel.

Hogs Are Cut Without Profit

Cut out values show some reduction from those of a week ago, due primarily to a decline in pork loin prices. Even with lower average hog prices this decline in fresh pork cuts was not entirely absorbed. However, the cutting values shown were somewhat reduced on best quality hogs which showed higher average yields than those used in the tests on the four averages given below.

All meat prices have reflected the slowed up demand of the holiday season when poultry is used so extensively.

Top hogs were in the 140- to 180-lb. class, these moving toward the close

of the three-day period at \$3.30 to \$3.35 with an extreme top of \$3.40, some light weights going to shippers at \$3.40 to \$3.50 on the Chicago market.

Receipts at the eleven principal markets during the three days totaled 256,000 compared with 280,000 a week ago and 355,000 the same period a year ago. Extreme top for the week at \$3.60 was paid on Monday, with price weakness evident during the balance of the period.

The following test, worked out on the basis of live hog costs and green product prices at Chicago during the first three days of the week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE show cutting losses on all averages, representative costs and credits being used.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$.92	\$.81	\$.77	\$.75
Picnics	.24	.23	.23	.19
Boston butts	.22	.21	.21	.22
Pork loins	.78	.66	.59	.52
Belies, right	.62	.59	.58	.53
Belies, heavy			.15	.38
Fat backs		.06	.13	.25
Plates and jowls	.05	.05	.07	.08
Raw leaf	.03	.09	.09	.09
P. S. lard, ready wt.	.00	.64	.56	.53
Spare ribs	.05	.05	.06	.04
Regular trimmings	.08	.09	.10	.08
Rough feet	.02	.02	.02	.02
Tails	.01	.01	.01	.01
Neck bones	.01	.01	.01	.01
Total cutting value (per 100 lbs. live wt.)	\$ 3.68	\$ 3.51	\$ 3.38	\$ 3.30
Total cutting yield	67.50%	68.50%	70.00%	71.00%
Crediting edible and inedible offal to the above cutting values and deducting from these totals the cost of well finished live hogs of the weights shown, plus all expenses, the following results are secured:				
Loss per cwt.	\$.20	\$.22	\$.26	\$.26
Loss per hog	.34	.44	.62	.75



By-Product Grinders

Williams builds a crusher or grinder for every packing house and rendering plant purpose. All embody the original Williams patented features including patented hammers which cut tough sinewy goods with less power, adjustable grinding plates to overcome wear and quicker adjustments and repairs.

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MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended Nov. 19, 1932:

Point of origin.	Commodity.	Amount.
Argentina—Canned meats		45,000 lbs.
Canada—Sausage		824 lbs.
Canada—Pork cuts		31,064 lbs.
Canada—Smoked pork		8,500 lbs.
Canada—Sweet pickled ham		39,500 lbs.
Germany—Smoked pork		1,584 lbs.
Germany—Sausage		21,525 lbs.
Germany—Ham		1,970 lbs.
Germany—Ox meat—laid		978 lbs.
Ireland—Bacon		4,592 lbs.
Ireland—Ham		772 lbs.
Italy—Ham		1,749 lbs.
Uruguay—Jerked beef		8,288 lbs.

CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings during October, 1932, with the countries of origin and destination, are reported by the U. S. Bureau of Foreign and Domestic Commerce as follows:

IMPORTS.			
	Sheep, lamb and goat, Others, lbs.	Others, lbs.	
Czechoslovakia	1,800	500	
Denmark	300	89,760	
France	326	9,480	
Germany	6,254	14,682	
Latvia	1	950	
Netherlands	2,084	3,440	
Soviet Russia in Europe	48,030		
United Kingdom	5,223	24,651	
Canada	56,708	97,561	
Argentina	7,966	335,064	
Brazil	11,880		
Chile	140	474	
Uruguay	10,537		
British India	1,331		
China	10,616	7,611	
Japan	7,709		
Persia	16,190	1,200	
Syria	8,462		
Turkey	8,975		
Australia	8,830	5,158	
New Zealand	58,081		
Morocco	7,105		
Total	256,007	612,457	

The value of the sheep, lamb and goat casings imported during October totaled \$187,237, and of other casings \$58,554, a total for the month of \$245,791. This compares with a September import valued at \$303,035, including \$197,474 worth of sheep, lamb and goat casings and \$105,561 of other casings.

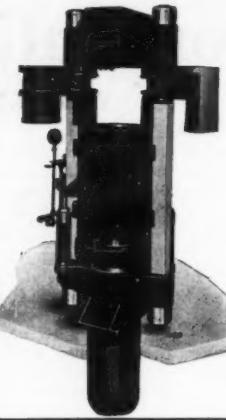
EXPORTS.

	Hog casings, Lbs.	Beef casings, Lbs.	Others, Lbs.
Belgium	2,000	29,854	
Denmark	56,789	56,789	
Finland	15,155		
France	127,558		
Germany	282,974	17,001	
Netherlands	2,910	5,718	
Norway	209,173		
Poland	21,215	18,120	
Spain	6,075		
Sweden	67,614		
United Kingdom	32,365	784	
Canada	77,064	7,783	38,514
Bermudas	320		
Cuba	15	792	
Honduras	319	400	
Panama		30	
Australia	36,290		4,327
New Zealand	28,926		
Union So. Africa	905		8,099
Total	857,437	1,562,773	86,985

Hog casings exported during the month were valued at \$161,656, beef \$126,835 and other casings \$25,743, the total valuation for the month being \$314,234 compared with an export valuation of \$278,069 in September.

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ARMOUR FERTILIZER OFFICES.

General offices of the Armour Fertilizer Works will be moved from Chicago to Atlanta, Ga., about January 1st, according to an announcement made by president John E. Sanford. "The bulk of the business of the Armour Fertilizer Works," said Mr. Sanford, "is in the South, and in view of the highly competitive conditions confronting the industry and likely to confront it for some years to come, it seems desirable to have the executive officers near the company's customers, so that they may keep in close touch with their problems and be in position to render the best possible service.

"Most of the company's plants are in the South and fairly close to Atlanta, and supervision of operations will prove more economical and efficient and contacts between operating heads and executive heads can be made more frequently by reason of the move. Atlanta has always been regarded as the center of the fertilizer business and it seems very proper, therefore, that the Armour Fertilizer Works, one of the largest companies in the field, should have its headquarters in Atlanta."

SOYBEAN EXPORTS.

Exports of soybeans from the United States during September, 1932, totaled 248,897 lbs., valued at \$2,673.00, according to the U. S. Department of Commerce. The largest quantity—245,880 lbs.—went to Germany. Other countries receiving American beans were France, Canada, Argentina and Columbia.

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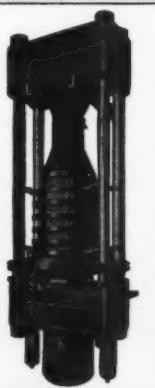
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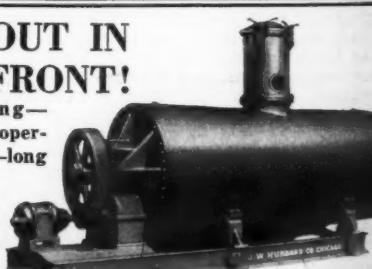
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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A rather quiet market but a firm tone ruled tallow in the East the past week. The holiday served to keep down trade somewhat. At New York, two or three tanks of extra sold at 3¢ f.o.b., followed by sales of some smaller lots at the same figure. There were indications of further interest at that level. Buyers, however, refused to come up in their ideas, again apparently influenced by the unstable commodity price situation generally and some slowing down in trade in finished products.

The firmer tone is the western tallow market, however, and a fairly well sold-up position on the part of producers, made for a situation where sentiment was two-sided. The political developments were watched cautiously, but had little other than an indirect bearing on tallow.

At New York, special loose was quoted at 2½¢@2½¢; extra, 3¢; edible, 4½¢ f.o.b.

At Chicago, the market was steady but firm, with a good movement of the lower grades of tallow the early part of the week at the full market. At Chicago, edible was quoted at 3½¢; fancy, 3@3½¢; prime packer, 3½¢; No. 1, 2½¢; No. 2, 2½¢.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, November shipment, was unchanged at 24s 3d, while Australian good mixed at Liverpool was unchanged at 24s 3d.

STEARINE—Market in the East ruled quiet and barely steady throughout the week as a result of slow demand. Oleo at New York was quoted at 4½¢ nominal. At Chicago, market was quiet and barely steady. Oleo was quoted at 4@4½¢.

OLEO OIL—Aside from a routine interest, there was little new in this quarter. The market was about steady. At New York, extra was quoted at 5@5½¢; prime, 5½@5½¢; lower grades, 5@5½¢. At Chicago, demand was moderate, but offerings were steadily held. Extra was quoted at 5½¢.

See page 30 for later markets.

LARD OIL—Market was quiet and about steady the past week. Prime at New York was quoted at 8½¢; extra winter, 7½¢; extra, 7½¢; extra No. 1, 6½¢; No. 1, 6½¢; No. 2, 6½¢.

NEATSFOOT OIL—Demand was rather moderate, and the market was barely steady. Pure at New York was quoted at 8¢; extra, 7¢; No. 1, 6½¢; cold test, 12½¢.

GREASES—While activity in the grease market in the East was of moderate proportions, the market took on a better undertone. A little better consuming interest was in evidence at times, while producers' ideas were somewhat firmer. The indications were

that the market was fairly well sold up, while evidence of a firmer tone in tallow helped somewhat. It was apparent, however, that at the moment soapers were not readily inclined to follow up the market for supplies.

At New York, yellow and house were quoted at 2½¢ f.o.b. asked; A white, 2½¢; B white, 2½@2½¢. Choice white for export was quoted at 3½¢.

At Chicago, a steady but firm grease market prevailed, with demand quite active at times for choice white and intermediate grades. Offerings generally were light. At Chicago, white grease sold at 3½¢ Cincinnati, December shipment. Market on white grease, all hog, at Chicago was quoted at 3½@3½¢; A white, 2½@3¢; B white, 2½@2½¢; yellow, 2½@2½¢; brown, 2@2½¢.

EASTERN FERTILIZER MARKETS. (Special Report to The National Provisioner.)

New York, Nov. 23, 1932.

Ground dried blood has been selling at \$1.40 per unit of ammonia f.o.b. New York and spot stocks are quite well cleaned up.

Ground tankage sold this week at \$1.35 and 10¢ with present quotations just a little higher. Unground tankage is about \$1.20 and 10¢ with very little trading being done in spite of the fact that stocks are limited.

Foreign steamed bone, 3 per cent and 50 per cent has dropped about \$1.00 per ton in price and superphosphate is being sold at lower prices both f.o.b. Baltimore and other northern producing points.

There has been a little more activity in nitrate of soda for November delivery, because the December price is 50¢ per ton higher than the November price.

PORK EXPORT OUTLOOK POOR.

Decreasing consumption and increasing import restrictions, particularly in Germany, make the Continental market outlook for American pork and pork products unfavorable during coming months, according to the U. S. assistant agricultural commissioner located at Berlin. While the general trend in European hog production continues downward demand, in Germany at least, is also falling and marketing of hogs have been much slower than expected. At the same time the possibility of restrictions on imports of certain pork products into Germany presents a serious threat to hopes for expanding the foreign markets of the United States at this time, the commissioner points out.

While there have recently been numerous signs of a business pick-up in Europe, he says, hopes for rapid improvement are scarcely warranted, and in spite of decreasing European hog population the demand for American pork and pork products is likely to remain at low levels throughout the coming year.

By-Products Markets

Blood.

Chicago, Nov. 23, 1932.

Market quoted in nominal way at \$1.00@1.10.

Unit Ammonia.
Ground and unground.....\$1.00@1.10

Digester Feed Tankage Materials.

Trading appears to have dried up. Prices are nominal.

Unit Ammonia.
Unground, 10 to 12% ammonia...\$.85@1.25 & 10c
Unground, 8 to 10% ammonia...1.00@1.25 & 10c
Liquid stick.....\$.50@.60

Dry Rendered Tankage.

Demand continues good. Offerings not heavy.

Hard pressed and exp. unground per unit protein.....\$.37½@.40
Soft prod. pork, ac. grease & qual-
ity, ton.....@18.00
Soft prod. beef, ac. grease & qual-
ity, ton.....@14.00

Packinghouse Feeds.

Trading is not brisk. Prices largely nominal.

Per Ton.
Digester tankage, meat meal.....\$20.00@25.00
Meat and bone scraps, 50%.....25.00@30.00
Steam bone meal, special feeding per ton.....10.00@20.00
Raw bone meal for feeding.....21.00@22.00

Fertilizer Materials.

Market unchanged. Demand not large. Prices nominal.

High grd. ground 10@12% am...\$.90@1.00 & 10c
Low grd. and ungrd. 6-8% am...\$.90@1.00 & 10c
Bone tankage, ungrd., low grd., per ton.....10.00@12.00
Hoof meal.....@.80

Bone Meals (Fertilizer Grades).

Stocks of ground steam bone meal very light. Inquiries are not numerous.

Steam, ground, 3 & 50.....\$19.00@20.00

Steam, unground, 3 & 50.....@13.00

Per Ton.

Kip stock.....\$10.00@12.00
Calf stock.....15.00@18.00
Slaues, pizzles.....@10.00
Horn pits.....18.00@17.00
Cattle jaws, skulls and knuckles.....18.00@18.00
Hide trimmings (new style).....4.00@6.00
Hide trimmings (old style).....6.00@8.00
Pig skin scraps and trim., per lb.....@2½c

Horns, Bones and Hoofs.

Offerings of packer bones limited.

Per Ton.
Horns, according to grade.....\$30.00@150.00
Mfg. skin bones.....65.00@110.00
Cattle hoofs.....@10.00
Junk bones.....@12.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Some bids in market for winter coil dried at \$15.00; producers asking \$20.00.

Summer coil and field dried.....14½ 1c
Winter coil dried.....14½ 1c
Processed, black, winter, per lb.....3 ½ 8½c
Processed, grey, winter, per lb.....2 ½ 8½c
Cattle, switches, each*.....¾ ½ 1c

*According to count.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderate—Undertone Heavy—New Lows Established—Cash Demand Moderate—Crude Easier—Lard Barely Steady—Lower Commodities Generally Factor.

Operations in cotton oil futures the past week were on a moderate scale. The undertone was heavier than the previous week, and although price changes from day to day were limited, the market went into new low ground for the season. Commission house trade was mixed. At times, a fairly good class of buying developed. The market displayed little or no rallying power, responding to lack of betterment within the cotton oil situation itself, and influenced somewhat by heaviness in surrounding commodity markets. Liquidation was on a very small scale, although some further switching from December to the far off positions was apparent. Indications were that the near-by delivery was fairly well evened up.

A quiet cash oil trade and a less active lard demand, had some effect, as did renewed easiness in the hog market. Bearishness of the news in general served to keep down buying power, but it was quite apparent that few if any cared to put out extensive short lines at these levels. After showing considerable stubbornness, the crude markets took on an easier tendency as buyers backed away from offerings.

This development was rather surprising in view of the fact that thus far this season the new crop has been readily absorbed without undue pressure on the market and with very little hedging. As a result, there was a tendency to watch crude developments very closely.

Small Consumption Expected.

In the Southeast, crude, after ruling at 3@3½c, recently sold at 74 points under New York January, when the latter was quoted at 3.74@3.80c. In the Valley and Texas, very little was doing in the crude markets. Quotations were nominal at ½@¼c under Southeast, respectively.

In some quarters, expectations are that November consumption will make

comparatively poor showing. This is rather unfortunate in view of the recent tendency to raise crop outturn ideas. It has created the impression that unless consumption broadens the balance of the season there will be little or no reduction in the large carry-over at the beginning of the present season.

In connection with the cotton outturn, the Government placed the ginnings to November 14 at 10,532,745 bales, compared with 14,207,613 bales the same time a year ago. The latest ginning figures were looked upon by the cotton trade as forecasting an ultimate outturn of 12,000,000 bales or more, of cotton for the season.

Indications were that recently quite a little seed moved in the Memphis territory at around \$9.00 per ton. Trade of late has been quieter, although seed interests state that it is generally recognized that the peak of the movement has passed.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 23, 1932.—Dragging cotton oil markets prevailed throughout the week, with crude ½c lb. lower at 2½c asked for Valley and 2½c for Texas. Buyers generally are bidding ½c lb. less. Refined is dull on account of light demand, while differentials are too low for hedging. Sustained upturn in hogs and lard is deemed necessary to prevent further declines in cotton oil.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Nov. 23, 1932.—Crude cottonseed oil, 2½c lb.; forty-one per cent protein cottonseed meal, \$12.25; loose cottonseed hulls, \$2.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Nov. 23, 1932.—Prime cottonseed oil, 2½c; forty-three per cent meal, \$11.00; hulls, \$2.00.

While not a factor in the market at present, some have begun to look towards the new cotton crop area contending that the low prices for cotton will bring about a further cut in the acreage while some authorities contend that the next cotton crop will start with the heaviest handicap of boll weevils of any recent year.

COCOANUT OIL—The feature in this market was an easier trend following failure of consuming demand to broaden to any extent. Offerings were held firmly for a time, but sellers' ideas eased again. Tanks at New York were quoted at 3½c f.o.b. At the Pacific Coast, tanks were quoted at 3c.

CORN OIL—There was little change in the market. Demand was extremely quiet throughout the week. Offerings were limited, and prices were quoted at 3½c f.o.b. mills.

SOYA BEAN OIL—More or less nominal conditions ruled market. Prices were about steady. At New York, tanks were quoted at 2½c. Tanks f.o.b. southern mills were quoted at 2½c.

PALM OIL—Consumers have been showing a little interest in Nigre oil for shipment at New York, and indications were that a fair business passed at the 2.70c level. Otherwise conditions were routine. Lagos oil was largely nominal. Spot Nigre, New York, 3½c nominal; shipment Nigre, 2.70c; 12½ per cent acid bulk, 2.95c; 20 per cent softs, 2.90c.

PALM KERNEL OIL—There was little or nothing new or doing in the market throughout the week. Prices were steady and quoted nominally at 3.40c New York.

OLIVE OIL FOOTS—Consumer interest was on a rather limited scale this week, and the market took on a slightly easier tone as a result. At New York, spot foots were quoted at 4½@4½c; shipment foots, 4½@4½c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal. **PEANUT OIL**—With demand moderate, the market showed little change. Tanks, f.o.b. southern mills, were quoted at 3½@3½c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

November 26, 1932

November

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were weak the latter part of the week, being influenced by lower commodity prices generally, some liquidation and selling due to un-settlement caused by debt question. Cash trade slow. Hogs were firmer; top, \$3.60.

Cottonseed Oil.

Cotton oil was quiet and easier in a featureless trade market and following lard and outside commodities. Southeast crude, 2½c nominal; Valley, 2½c nominal; Texas, 2½c nominal. Cash demand is quiet. Compound, car lots, easier at 6c.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Nov., \$3.75 bid; Dec., \$3.65@3.70; Jan., \$3.68@3.74; Feb., \$3.75@3.85;

Mar., \$3.85@3.89; Apr., \$3.87@3.97; May, \$3.95@3.99 sales; June, \$3.98@4.08.

Prime summer yellow unquoted.

Tallow.

Tallow, extra, 3c f.o.b.

Stearine.

Stearine, 4½c nominal.

Friday's Lard Markets.

New York, Nov. 25, 1932. — Lard, prime western, \$4.90@5.50; middle western, \$4.80@4.90; city, 4%@4½c; refined Continent, 5½c; South America, 5c; Brazil kegs, 6½c; compound, 6c.

HULL OIL MARKETS.

Hull, England, Nov. 23, 1932.—(By Cable.)—Refined cottonseed oil, 23s 9d; Egyptian crude cottonseed oil, 21s 9d.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Nov. 23, 1932:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
FRESH BEEF:				
YEARLINGS (1) (300-550 LBS.):				
Choice	\$11.50@13.50		\$11.50@12.50	
Good	9.00@11.50		9.00@11.50	
Medium	7.50@ 9.00		7.50@ 9.00	
STEERS (550-700 LBS.):				
Choice	11.50@12.50		11.50@12.50	12.00@13.00
Good	9.00@11.50		9.00@11.50	10.50@12.00
STEERS (700 LBS. UP):				
Choice	11.50@12.50	11.50@12.00	11.00@12.50	11.50@12.50
Good	9.00@11.50	10.00@11.00	9.00@11.50	10.00@11.50
STEERS (500 LBS. UP):				
Medium	8.00@ 9.00	8.00@ 9.00	7.50@ 9.00	8.00@10.00
Common	7.00@ 8.00	7.00@ 8.00	7.00@ 7.50	7.00@ 8.00
COWS:				
Good	6.00@ 7.00	7.50@ 8.00	7.00@ 8.00	7.50@ 8.00
Medium	5.50@ 6.00	7.00@ 7.50	6.00@ 7.00	6.50@ 7.50
Common	5.00@ 5.50	6.00@ 7.00	5.00@ 6.00	5.50@ 6.50
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	8.00@ 9.00	10.00@11.00	8.00@11.00	10.00@11.00
Good	7.00@ 8.00	8.00@10.00	7.00@ 8.00	9.00@10.00
Medium	6.00@ 7.00	6.00@ 7.00	6.00@ 7.00	8.00@ 9.00
Common	5.00@ 6.00	5.00@ 6.00	5.00@ 6.00	7.00@ 8.00
CALF (2) (3):				
Good	6.50@ 7.00	7.00@ 8.00	5.00@ 6.50	.....
Medium	6.00@ 6.50	6.00@ 7.00	5.00@ 6.50	.....
Common	5.50@ 6.00	5.00@ 6.00	4.00@ 5.00	.....
Fresh Lamb and Mutton:				
LAMB (38 LBS. DOWN):				
Choice	12.00@13.00	12.50@13.00	13.00@13.50	13.00@14.00
Good	11.50@12.50	12.00@12.50	12.50@13.00	12.00@13.00
Medium	10.50@11.50	10.00@11.00	11.50@12.50	11.00@12.00
Common	9.50@10.50	9.00@10.00	.....	8.00@10.00
LAMB (39-45 LBS.):				
Choice	12.00@13.00	12.50@13.00	12.50@13.00	12.50@13.00
Good	11.50@12.50	12.00@12.50	12.00@12.50	12.00@13.00
Medium	10.50@11.50	10.00@11.00	11.00@12.00	11.00@12.00
Common	9.50@10.50	9.00@10.00	.....	8.00@10.00
LAMB (46-55 LBS.):				
Choice	11.00@11.50	10.00@11.00	11.00@11.50	11.00@12.00
Good	10.00@11.00	9.50@10.00	10.50@11.00	10.00@11.00
MUTTON (ewe) 70 LBS. DOWN:				
Good	4.50@ 5.50	6.00@ 7.00	5.00@ 6.50	6.00@ 6.50
Medium	3.50@ 4.50	5.00@ 6.00	4.50@ 5.50	5.50@ 6.00
Common	2.50@ 3.50	3.00@ 5.00	3.00@ 4.50	4.50@ 5.50
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	7.50@ 9.00	10.50@11.00	9.00@11.00	10.00@12.00
10-12 lbs. av.	7.50@ 9.00	10.00@10.50	9.00@11.00	10.00@11.00
12-15 lbs. av.	7.00@ 8.00	9.50@10.00	8.50@10.00	9.50@10.50
16-22 lbs. av.	5.50@ 6.00	8.50@ 9.00	8.00@ 9.00	8.50@10.00
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	5.50@ 6.50	.....	7.00@ 8.00	7.00@ 8.00
PICNICS:				
6-8 lbs. av. .....	.....	7.00@ 7.50	.....	6.50@ 7.00
BUTTS, BOSTON STYLE:				
4-6 lbs. av.	6.00@ 8.00	.....	8.00@10.00	8.50@ 9.50
SPARE RIBS:				
Half sheets	5.00@ 7.00	.....	.....	.....
TRIMMING:				
Regular	3.00@ 3.50	.....	.....	.....
Lean	5.00@ 6.00	.....	.....	.....

(1) Includes heifer yearlings 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Nov. 23, 1932.—General market steady but firm. Fair demand for A. C. hams and pure lard. Picnic slow.

Friday's prices were as follows: Hams, American cut, 64s; hams, long cut, none; shoulders, square, none; picnics, none; short backs, none; bellies, clear, none; Canadian, 42s; Cumberland, none; Wiltshires, none; spot lard, 49s 6d.

BRITISH MEAT PRICES.

Arrivals of Continental bacon in the United Kingdom during the week ended November 10, 1932, totaled 82,667 hams compared with 87,524 in the previous week and 113,831 in the same week a year ago. Prices at Liverpool for first quality product were as follows:

Nov. 10, 1932.	Nov. 3, 1932.	Nov. 11, 1932.
American green bellies	\$6.15	\$8.26
Danish green sides	7.93	7.79
Canadian green sides	7.34	7.35
American short cut green hams	8.54	8.67
American refined lard	7.41	7.02

TANNERS' COUNCIL ELECTS.

At a meeting of the board of directors of the Tanners' Council of America, held in New York City on November 15, 1932, all officers were re-elected. These are: Chairman of the board, Victor G. Lombard, Ohio Leather Co.; vice chairman, Louis J. Robertson, Bayer-Robertson Leather Corp.; president, J. M. Moffat; treasurer, Cecil Q. Adams, Bristol Patent Leather Co.; secretary, J. L. Nelson.

The executive committee was also re-elected. These include, in addition to the officers, the following: George B. Bernheim, R. Neumann & Co.; A. F. Hunt, A. C. Lawrence Leather Co.; C. Wilson McNeely, Allied Kid Co.; David G. Ong, United States Leather Co.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended November 19, 1932, were 4,184,000 lbs.; previous week, 4,743,000 lbs.; same week last year, 4,261,000 lbs.; from January 1 to November 19 this year, 173,438,000 lbs.; same period a year ago, 187,488,000 lbs.

Shipments of hides from Chicago for the week ended November 19, 1932, were 6,693,000 lbs.; previous week, 7,308,000 lbs.; same week last year, 9,282,000 lbs.; from January 1 to November 19 this year, 221,551,000 lbs.; same period a year ago, 189,524,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Nov. 19, 1932:

Week Ending	New York.	Boston.	Phil.
Nov. 19, 1932	38,006	.....	11,82
Nov. 12, 1932	12,781	2,337	.....
Nov. 5, 1932	26,425	.....	62
Oct. 29, 1932	14,216	.....	1,00
	550,835	48,210	210,82
Nov. 21, 1931	16,540
Nov. 14, 1931	4,108	4,188
	843,593	112,451	386,384

WHEN YOU WANT A GOOD MAN.

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Hide and Skin Markets

Chicago.

PACKER HIDES—Trading was very quiet this week in the packer hide market. Activity was confined to the movement of 10,000 September-October hides at New York at steady prices, and the sale of around 50,000 packer kipskins of all descriptions at Chicago, these moving at a half-cent less than previous sales.

Tanners' requirements, for the time being, appeared to have been cared for in the active trading couple weeks back. On the other hand, packers' stocks are in fair shape and they have shown no disposition to press hides for sale, but are offering them at unchanged prices. Tanners' ideas are a half-cent less for November hides, based on quality considerations. This has resulted in a very flat market, even for a holiday week.

Shoe production continued on a large scale through October, according to early estimates released by the Hide Exchange, which place October production at 29,400,000 pairs, or around 16 per cent over same month last year, but showing a seasonal decline from the September production this year of 33,688,000 pairs.

In the absence of trading, prices are quoted unchanged from last sales. Native steers last moved at 6½c and extreme native steers at 6c.

Butt branded steers last sold at 6½c, Colorado 6c. Heavy Texas steers were last moved at 6½c, light Texas steers 5½c, and extreme light Texas steers 5c.

Heavy native cows last sold at Chicago at 6c, going to upholstery outlet; demand from that quarter very light, and sales were made by an outside packer later at 5½c. Light native cows last sold at 6c; branded cows at 5½c.

Last trading in native bulls was at 4c, dating April forward; branded bulls last moved at 3½c, dating May to November.

SMALL PACKER HIDES—Last trading in local small packer trimmed October native all-weights was a 5½c; some November hides offered on this basis. Various outside small packer lots reported at proportionally lower prices, according to take-off and location; some July to September untrimmed outside lots reported at 4½c for natives and 4c for branded, with others at 4c flat, Chicago, freight rate considered.

FOREIGN WET SALTED HIDES—At the close of last week, 4,000 La-Platas and 4,000 Wilson steers sold at \$22.00 Argentine gold, equal to 6½@6½c, c.i.f. New York, as against \$21.00 or 6½c paid previous week. One lot of 2,500 frigorifico light steers also sold at 7½c, or ½c higher. One pack of 4,000 Uruguay Nacionales sold early this week equal to 7½c, or ½c over previous week.

COUNTRY HIDES—The country market is more susceptible to changes in sentiment, and the light trading results in rapid changes in the feeling toward prices. There was a good demand last week at firm prices, with very little interest in the market this week. All-weights are quoted around 4½c, selected, delivered. Heavy steers and cows 3½@4c. Some trading re-

ported from time to time on buff weights around 4½@4½c, and 5c appears top on extremes, with 5½c paid previously.

CALFSKINS—Last reported trading on packer calfskins was understood to have been at 8½c for under 9½-lb. at all points, with 9½/15-lb. from Chicago, St. Paul and St. Louis at 10½c, and from River points 9½c. One packer has since moved bulk of October calf, and another credited with booking October light weights to tanning account. Calfskins are available at these prices.

Car of Chicago city calf 8/10-lb. sold early this week at 6½c, and car 10/15-lb. at 8c earlier; car 10/15-lb. Milwaukee skins sold late previous week at 8½c, indicating the half-cent decline. Outside cities, 8/15-lb., quoted 6½@7c; mixed city and country lots 5½@6c; straight countries about 4½c. Chicago city light calf and deacons last sold at 47½c.

KIPSKINS—Packer kipskins were active, with a total of around 50,000 sold, and some packers are sold up well into November; prices were a half-cent lower. One packer sold 7,000 November native kips at 8c for northerns, 7c southerns. One lot of 12,000 August to November over-weights sold at 7c for northerns and 6c southerns; 1,800 September over-weights sold at 7c for northerns, and some odd lots moved same basis. One packer sold 6,000 August to November branded at 5½c, and another packer moved some same basis. Another packer sold 9,000 September-October kips, all grades, same basis.

Chicago city kipskins quotable around 7c, nom., with last sale at 7½c, previous week. Outside cities around 6½c, nom.; mixed city and country lots about 5½c, and straight countries 4½c.

One packer sold 900 regular slunks at 42½c.

HORSEHIDES—Horsehides about unchanged, with choice city renderers with manes and tails quotable around \$2.00@2.25, delivered Chicago; mixed city and country lots \$1.75@2.00.

SHEEPSKINS—Dry pelts easy around 5½@6c for full wools, short wools half-price. Shearlings continue in fairly good demand, with offerings very light and some packers sold ahead; limited offerings help to keep this market steady or better. Last trading was at 60c for No. 1's, 40c for No. 2's, and 25c for fresh clips, with one recent sale at 65c for No. 1's and 45c for No. 2's. Pickled skins probably a shade easier, based on deterioration in quality at this season; skins running cocky and market quoted \$3.00@3.25 per doz. for straight run, some quoting down to \$2.75, and last sale of all sheep at \$3.50 per doz. at Chicago; blind ribby lambs held at \$3.50@3.75, ribbys \$2.50@2.75.

New York.

PACKER HIDES—Last remaining packer holding September-October hides moved these early this week at steady prices, 2,200 native steers at 6½c, 2,800 butt branded steers 6½c, and 5,000 Colorados 6c.

CALFSKINS—Market quiet on calfskins. Collectors' 5-7's last sold at 65c, 7-9's around 90c, nom., and 9-12's about \$1.25 nom. Packers' calfskins held around 10c over these prices. About

3,000 packer 9-12's sold at \$1.40; more offered same basis but no bids reported.

N. Y. HIDE EXCHANGE FUTURES.

Saturday, November 19, 1932—Old Contracts—Close: Dec. 4.50@4.75; Mar. 5.30b. No sales.

New—Close: Dec. 4.50n; Mar. 5.55@5.70; June 6.10b; Sept. 6.60@6.70. Sales 2 lots.

Monday, November 21, 1932—Old Contracts—Close: Dec. 4.50@4.70; Mar. 5.30@5.60. Sales 4 lots.

New—Close: Dec. 4.60b; Mar. 5.55@5.65; June 6.10@6.25; Sept. 6.60@6.65. Sales 11 lots. Market unchanged to 10 points higher.

Tuesday, November 22, 1932—Old Contracts—Close: Dec. 4.60b; Mar. 5.35b. No sales.

New—Close: Dec. 4.75b; Mar. 5.59 sale; June 6.10 sale; Sept. 6.60@6.65. Sales 8 lots. Market steady to 15 points higher.

Wednesday, November 23, 1932—Old Contracts—Close: Dec. 4.50@4.80; Mar. 5.25n. Sales 1 lot.

New—Close: Dec. 4.65b; Mar. 5.45@5.50; June 6.00@6.05; Sept. 6.45@6.50. Sales 12 lots. Market 10@15 points lower.

Thursday, November 24, 1932—No session; Thanksgiving Day.

Friday, November 25, 1932—Old Contracts—Close: Dec. 4.25b; Mar. 5.10n. Sales 1 lot.

New—Close: Dec. 4.25b; Mar. 5.30@5.35; June 5.82@5.85; Sept. 6.35@6.40. Sales 28 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Nov. 25, 1932, with comparisons, are reported as follows:

PACKER HIDES.

	Week ended Nov. 25.	Prev. week.	Cor. week, 1931.
Spr. nat. str.	7 @ 7½n	7 @ 7½n	9½ @ 9½
Hvy. nat. str.	6½	6½	8½
Hvy. Tex. str.	6½	6½	8
Hvy. butt brnd'd str.	6½	6½	8n
Hvy. Col. str.	6	6	7½n
Ex-light Tex. str.	5½	5½	6½n
Brnd'd. cows.	5½	5½	6½n
Hvy. nat. cows.	5½	5½	6½n
Lt. nat. cows.	6	6	7½
Nat. bulls.	4	4	5
Brnd'd. bulls.	3½	3½	4½
Calfskins.	8½ @ 10½	8½ @ 10½	10 @ 11n
Kips, nat.	8	8	10n
Kips, ov. wt.	7	7	9n
Kips, brnd'd.	5½	6	8n
Slunks, reg.	40 @ 42½	40 @ 42½	40 @ 40
Slunks, hrs.	30 @ 35	30 @ 35	20 @ 30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	5½ax	5½	7½
Brnd'd.	5ax	5n	5
Nat. bulls.	4	4	5
Brnd'd. bulls.	3½	3½	4½
Calfskins.	6½ @ 8	7 @ 7½	8½ @ 8½
Kips, reg.	30 @ 35	30 @ 35	20 @ 35
Slunks, hrs.	25n	25n	15

COUNTRY HIDES.

Hvy. steers.	3½ @ 4	3½ @ 3½	5½ ax
Hvy. cows.	3½ @ 4	3½ @ 3½	6½ ax
Bulls.	4½	4½	5½
Extremes.	5	5 @ 5½	6½ @ 6
Bulls.	2½ @ 2½	2½	3½ ax
Calfskins.	7 @ 7½	7 @ 7½	8½ @ 8½
Kips.	4½	4½	7 @ 7½
Light calfs.	4½	4½	6½
Deacons.	25n	25n	25 @ 25
Slunks, reg.	10n	10n	15
Slunks, hrs.	5n	5n	5n
Horsehides.	1.75 @ 2.25	1.75 @ 2.25	1.50 @ 2.75

SHEEPSKINS.

Pkr. lambs.	.....	.....	.....
Sml. pkr.	.....	.....	.....
lambs.	40 @ 45	40 @ 45	50
Pkr. shearlings.	60 @ 60	60 @ 60	45
Dry pelts.	5½ @ 6	5 @ 6	9 @ 9½

November 26, 1932

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Nov. 17, 1932.

CATTLE—Compared with week ago: Fat steers and yearlings, 25@50c, mostly 50c lower, all grades yearlings, including light heifer and mixed offerings, showing full decline; better grade weighty steers, 25c off; common to medium offerings, mostly 50c down. Trade was very uneven and slow; prices at new low levels for season and year. It was largely a yearling and light steer run, grainfed cattle predominating in crop. The regular commercial supply was increased by liberal run of light and mediumweight steers fed for International carlot show exhibition, numerous loads selling in advance of weeding committee's operations at \$7.25@7.75. Extreme top for week, \$8.00 on 1,230-lb. steers, \$7.50 on 1,020-lb. long yearlings. Best light heifer yearlings, \$7.25, few above \$6.25. Lower grade steers and she stock, excepting weighty steers, got more dependable action than better grades. Practical top on strictly good beef cows, \$4.00; bulk fat offerings, \$2.50@3.00; cutters, \$1.50@2.00; bulls, 25c lower; vealers, lost early advance, about steady at \$3.00@4.50, only selects bringing \$5.00@5.50 late.

HOGS—Compared with week ago: Market unevenly 10@25c lower, lighter weights off least. Receipts were below week ago. Fresh pork trade was weak and hampered live trade. Week's top, \$3.60, paid Monday; late top, \$3.50, for light lights; bulk, 140 to 180 lbs., today, \$3.35@3.45; 190 to 280 lbs., \$3.25@3.40; 300 to 350 lbs., \$3.10@3.25; good to choice pigs, \$3.00@3.50; 350 to 500-lb. packing sows, \$2.70@3.00; smooth sorts, to \$3.10.

SHEEP—Compared with week ago: Fat lambs, 25@50c higher, choice weighty kinds up most. All interests bought for numbers during the past two days. Slaughter ewes were steady. Today's bulks follow: Good to choice native lambs, \$5.50@6.00, few \$6.15, highest of week. Fed westerns, averaging 80 to 97 lbs., \$5.75@6.00, around 96 lb. weights making \$5.85; native throwouts, \$4.00@4.50; fat ewes, \$1.50@2.25, few \$2.50.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Nov. 23, 1932.

CATTLE—A rather congested dressed

meat market in the East, coupled with continued liberal receipts, resulted in further declines on fed steers and yearlings during the week. Present values are 25@50c below late last week, with medium weight and heavies off most. The week's top rested at \$6.10 on best fed steers, while the bulk of the offerings sold from \$4.50@5.75. No strictly choice grades were offered in any class. Fed heifers, mixed yearlings and butcher cows declined around 25c, with the better grades showing the most loss. Bulls held about steady, but vealers were reduced about 50c, with the late top at \$4.50.

HOGS—Some strength developed in the hog market on the mid-week session, and a part of the early loss was recovered. Final values were considered 20@25c lower than last Thursday, with the heavier weights showing the full decline. Underweights were in demand to shippers on recent days, and the late top of \$3.20 was paid for choice grades scaling 200 lbs. and down. Most of the late arrivals of all weights cleared from \$3.10@3.20. Packing sows are 15@25c off, with \$2.40@2.80 taking most of the throwouts.

SHEEP—Limited supplies reflected a stronger undertone in the fat lamb trade, and closing values are 15@25c higher than late last week. Best fed westerns sold up to \$5.70, while others cleared from \$5.25@5.65. Most of the natives ranged from \$5.25@5.40, while fed clippers reached \$5.50. Mature sheep were scarce. Prices held steady, with most of the fat ewes selling at \$1.25@1.75; a few odd head, \$2.00.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Nov. 23, 1932.

CATTLE—Compared with last Wednesday: Steers, beef cows and vealers, 25c lower; mixed yearlings and heifers, 25@50c lower; low cutters and medium bulls, 10@15c lower. Bulk of steers brought \$4.25@5.50, with top yearlings \$6.15 and best matured steers \$5.60. Most mixed yearlings and heifers went at \$4.25@5.25, with top steers and heifers \$6.00. Cows bulked at \$2.25@3.00; top, \$3.50; low cutters largely, \$1.00@1.50. The period closed with top sausage bulls at \$2.85; top vealers, \$5.50.

HOGS—Increased receipts brought out uneven prices in hogs during the current week. Sales, compared with last Wednesday, are steady to slightly

lower on most hogs, with pigs and sows generally steady. A top of \$3.60 was paid today, the highest of the week, with final sales of 150 to 240 lbs., \$3.30@3.50; 250 to 300 lbs., \$3.15@3.30; 140 lbs. down, \$3.60@3.75; packing sows, mostly \$2.60@2.90.

SHEEP—Receipts of sheep and lambs showed a material decrease the current week, and prices ruled unevenly 25@50c higher on lambs. Sheep are unchanged. Top for week was \$6.00, paid by butchers in Wednesday's trade; majority to packers at \$5.50@5.75. Common throwouts went largely at \$3.00; fat mutton ewes, \$1.50@2.00.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Nov. 23, 1932.

CATTLE—Prices for fed steers, yearlings and heifers were under pressure during the week, and prices declined 25@50c, mostly 50c off on good to choice grades. Cows are weak to 25c lower; bulls, 25c, to in extremes, 50c lower. Vealers and calves held about steady. The week's top price of \$7.25 was paid for choice 1,311-lb. steers. Choice 1,135-lb. weights earned \$7.00. Ton on vealers was \$4.00; heavy calves, \$4.50.

HOGS—Comparisons Wednesday with last Thursday show hog values 10@25c lower. Top Wednesday was \$3.20; bulk all weights butchers and lights, \$2.90@3.15; sows, \$2.50@2.75.

SHEEP—A general curtailment in receipts at all leading market centers resulted in a stronger turn to the fat lamb trade. Comparisons Wednesday with last Thursday show values on lambs 25@50c higher, yearlings and sheep, strong. Wednesday's bulk sorted native and fed wooled lambs, \$5.25@5.50; top, \$5.85; fed clipped lambs, \$5.50; fed yearlings up to \$4.25; light ewes, up to \$2.00.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Nov. 23, 1932.

CATTLE—Reflecting the usual pre-holiday slump in demand for fresh meat, which is characteristic of Thanksgiving, all classes of slaughter cattle found a declining market. Slaughter steers and yearlings are fully 25c lower this week than last; extremes, 35@50c off; fat heifers, 25@50c off; beef cows, mostly a quarter lower. Cutter grades are weak to 15c lower; vealers, mostly 50c lower; bulls, strong. Choice 1,036-lb. steers brought \$7.00 and some 723-lb. mixed yearlings also went at this price, week's top. Bulk steers and yearlings, \$4.25@5.75; most straight heifers, \$3.50@5.00; beef cows, largely \$2.25@3.00; choice individuals, \$3.75@4.00; cutter grades, \$1.25@2.00; bulls, \$2.25@2.75; practical top vealers, \$4.00; killing calves, \$3.00@4.00.

HOGS—Local hog supplies were about the same this week as last, but the market, responding to lower prices at other leading points, weakened for two days and then staged a mild rally today. Top yesterday fell to \$3.10 and advanced to \$3.20 today, showing a net of 10c loss from a week ago on butchers and mostly 10@15c lower on sows. Bulk of hogs, 150 to 300 lbs.

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KENNETH MURRAY
LIVE STOCK BUYING ORGANIZATION

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November 26, 1932.

THE NATIONAL PROVISIONER

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today brought \$3.10@3.20; some common and medium offerings, \$2.50@3.00; sows, \$2.50@2.75.

SHEEP—The fat lamb market has been very unsettled, declining early to a top of \$5.10. Consistently light supplies forced an upward reaction which carried the top to \$5.70 today on some unsold westerns. Choice sorted westerns are quotable at \$5.85. Prices are now 15@25c higher than a week earlier; top natives, \$5.50; bulk, \$5.25@5.40.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Nov. 23, 1932.

CATTLE—Beef steers and yearlings suffered 25@50c declines following last week's break. Choice long yearlings and medium weight beefees topped at \$7.00, and most grain feds moved at \$4.50@6.00. Low grade cows lost 25c, and other killing she stock indicated 25@50c downturns. Choice heifers reached \$6.00 sparingly, beef cows finished mainly at \$2.25@2.75, and low cutters and cutters bulked at \$1.25@1.75. Bulls showed 10@15c losses, as medium grades went at \$2.40 and below. Vealers slumped \$1.00, and the top dropped to \$4.50.

HOGS—The narrow pre-Thanksgiving demand in dressed pork trade was reflected in a bearish trend to hog prices. Compared with last Thursday, all classes showed 15@25c declines. The mid-week top held at \$3.10, bulk 170- to 300-lb. butchers ranging \$3.00@3.10; 300- to 340-lb. weights, \$2.90@3.00; 140- to 170-lb. selections, \$2.85@3.10; packing sows, \$2.35@2.75.

SHEEP—Competing for moderate fat lamb supplies, packers granted 25@50c price advances over last Thursday. The late packer top reached \$5.50; bulk, \$5.35@5.50; week's shipper top, \$5.60. Meager offerings of good to choice slaughter ewes turned mainly at \$1.25@1.75, steady. Best yearlings offered made \$4.00.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Nov. 23, 1932.

CATTLE—Meager receipts made for an improved tone to the cattle trade. Beef offerings sold steady, while butcher stock ruled strong to slightly higher. Shortfed steers and yearlings centered largely at \$4.00@5.50, choice long yearlings Monday reaching \$7.00. Beef cows had to be peddled at \$2.25@3.00; heifers, \$3.00@4.25, yearlings, to \$5.25; bulk of all cutters, \$1.25@2.00; medium grade bulls, \$3.00 down. Vealers ruled strong to 50c higher at mostly \$2.00, a few to \$3.50 and \$4.00.

HOGS—Trade in the hog division ruled strong, spots 10c higher. Better offerings, from 250 lbs. down, cen-

tered at \$3.10; heavier butchers, to \$2.80; pigs, largely \$3.10; packing sows, \$2.25@2.60.

SHEEP—Slaughter lambs ruled steady to strong, better natives centering at \$5.25@5.50; throwouts, downwards to \$3.00. Choice lightweight ewes reached \$2.00, strong to 25c higher.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Nov. 23, 1932.

Compared with a week ago, current hog quotations at 21 concentration points and 7 packing plants in Iowa and Minnesota were mostly 10@15c lower. Competition was brisk and prices were relatively high compared with surrounding central markets, but the fact that hogs were netting feeders just a little under \$3.00, and that the feeding ratio continued favorable resulted in rather light loading. Late bulk of 180- to 270-lb. weights, \$2.90@3.15; 280- to 335-lb. averages, \$2.65@3.00; sows, \$2.25@2.65.

Receipts of hogs unloaded daily at these 21 concentration yards and 7 packing plants for week ended Nov. 26:

	This week.	Last week.
Friday, Nov. 18	28,300	44,300
Saturday, Nov. 19	22,500	27,200
Monday, Nov. 21	32,400	51,300
Tuesday, Nov. 22	18,600	21,300
Wednesday, Nov. 23	24,400	16,300
Thursday, Nov. 24		Holiday.

Unless otherwise noted, price quotations are on transactions covering deliveries showing neither excessive weight shrinkage nor fills.

U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Nov. 18, 1932, as reported to THE NATIONAL PROVISIONER was as follows:

	Week ended Nov. 18.	Cor. week.	Nov. 19.	Prev. week.
Chicago	138,011	79,179	177,142	138,011
Kansas City, Kan.	47,886	32,759	50,291	47,886
Omaha	31,351	16,215	39,460	31,351
St. Louis & East St. Louis	49,213	37,692	56,299	49,213
Sioux City	26,720	11,567	35,321	26,720
St. Paul	22,045	26,119	83,530	22,045
St. Joseph	61,100	11,811	19,998	61,100
New York and J. C.	56,820	53,981	30,374	56,820

Total 434,046 275,123 517,690

CANADIAN HOG KILL GAINS.

Inspected hog slaughter in Canada during August totaled 189,253 head, as compared with 161,664 head last August, according to assistant trade commissioner Barret at Ottawa. Slaughterings during the first eight months of 1932 totaled 1,849,093 head, as compared with slaughterings during the first eight months of 1931 of 1,284,962 head. The Dominion Live Stock Branch reports that the average weight of hogs slaughtered during August, 1932, to be 193 lbs. as compared with an average of 199 lbs. during August, 1931.

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Logansport, Ind.

Springfield, Mo.

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top live-stock price summary, week Nov. 17:

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Nov. 17.	Prev. week.	Same week, 1931.
Toronto	\$ 4.50	\$ 4.50	\$ 6.25
Montreal	4.50	4.25	6.00
Winnipeg	4.50	4.00	5.75
Calgary	3.15	3.15	4.35
Edmonton	3.75	3.50	4.75
Prince Albert	...	...	...
Moose Jaw	3.00	3.00	4.00
Saskatoon	3.00	...	4.35

VEAL CALVES.

	Week ended Nov. 17.	Prev. week.	Same week, 1931.
Toronto	\$ 5.50	\$ 6.50	\$ 9.00
Montreal	6.75	6.75	8.75
Winnipeg	6.00	5.00	6.50
Calgary	3.75	3.75	5.00
Edmonton	3.75	3.50	6.50
Prince Albert	2.25	2.50	4.00
Moose Jaw	3.75	3.00	5.00
Saskatoon	3.75	3.50	4.50

SELECT BACON HOGS.

	Week ended Nov. 17.	Prev. week.	Same week, 1931.
Toronto	\$ 4.25	\$ 4.35	\$ 5.85
Montreal	4.50	4.65	6.00
Winnipeg	3.65	3.60	4.75
Calgary	3.50	3.50	4.65
Edmonton	3.40	3.30	4.75
Prince Albert	3.35	3.10	4.45
Moose Jaw	3.40	3.25	4.45
Saskatoon	3.35	3.30	4.45

GOOD LAMBS.

	Week ended Nov. 17.	Prev. week.	Same week, 1931.
Toronto	\$ 5.25	\$ 4.75	\$ 7.00
Montreal	4.75	4.25	7.00
Winnipeg	3.90	4.00	5.75
Calgary	3.75	3.75	4.75
Edmonton	4.25	3.50	5.00
Prince Albert	2.75	...	3.85
Moose Jaw	3.25	3.25	5.10
Saskatoon	3.00	2.65	4.50

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Nov. 19, 1932:

	Cattle.	Hogs.	Sheep.
Week ended Nov. 19	216,000	563,000	368,000
Previous week	100,000	408,000	279,000
1931	222,000	743,000	420,000
1930	214,000	658,000	305,000
1929	307,000	730,000	389,000
1928	301,000	759,000	384,000

Hogs at 11 markets:

	Week ended Nov. 19.	...	473,000
Previous week	100,000	...	320,000
1931	222,000	...	661,000
1930	214,000	...	593,000
1929	307,000	...	636,000
1928	301,000	...	667,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Nov. 19	157,000	394,000	224,000
Previous week	117,000	257,000	174,000
1931	154,000	580,000	264,000
1930	145,000	494,000	190,000
1929	211,000	519,000	220,000
1928	210,000	517,000	228,000

OMAHA SHIPPERS GET REFUND.

Intrastate livestock shippers into South Omaha Stock Yards are to receive approximately \$200,000 refund from railroads. The return comes at the order of the Nebraska state railway commission for switching charges. Railroads affected do not reach the stock yards direct, but transfer all shipments to the terminal railway belonging to the stock yards. The company charges \$1.32 switching charges on every car of stock reaching the yards. Railroads absorbed these switching charges with the exception of 47 cents a car, which the shippers were forced to pay. Under the new rule railroads must not only absorb this 47 cents, but must refund that amount of collections for a term of years.

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, November 19, 1932, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,988	6,360	9,786
Swift & Co.	4,663	2,165	10,96
Wilson & Co.	5,886	5,563	6,962
Morris & Co.	2,417	5,946	
Angus-Amer. Prog. Co.	1,418	2,441	
G. H. Hammond Co.	1,935	1,622	
Libby, McNeil & Libby	528	528	
Shipper	14,879	18,622	9,527
Others	10,188	36,243	5,443
Brennan Pkg. Co., 5,555 hogs; Independent Pkg. Co., 1,782 hogs; Boyd, Lunham & Co., 1,135 hogs; Hygrade Food Products Corp., 4,656 hogs; Agar Pkg. Co., 5,735 hogs.			
Total: 45,006 cattle, 8,677 calves, 91,695 hogs, 48,180 sheep.			
Not including 876 cattle, 605 calves, 54,302 hogs and 11,591 sheep bought direct.			

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,840	2,987	1,873
Cudahy Pkg. Co.	2,687	2,888	3,098
Fowler Pkg. Co.	2,003	2,439	1,477
Morris & Co.	2,393	5,782	2,455
Wilson & Co.	2,745	2,401	2,547
Independent Pkg. Co.	355		
Jas. Baum Pkg. Co.	486	11	
Others	7,503	5,720	819
Total	20,682	22,562	12,280

OMAHA.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,418	9,327	2,153
Cudahy Pkg. Co.	3,884	7,218	0,117
Dold Pkg. Co.	715	4,824	
Morris & Co.	1,513	1,149	797
Swift & Co.	3,699	6,886	5,440
Others	9,955		
Eagle Pkg. Co., 2 cattle; Geo. Hoffman Pkg. Co., 116 cattle; Grt. Omaha Pkg. Co., 17 cattle; Omaha Pkg. Co., 70 cattle; J. Roth & Sons, 58 cattle; So. Omaha Pkg. Co., 46 cattle; Lincoln Pkg. Co., 360 cattle; Nagle Pkg. Co., 18 cattle; Sinclair Pkg. Co., 475 cattle; Wilson & Co., 40 cattle.			
Total: 14,440 cattle and calves; 39,300 hogs; 14,516 sheep.			

EAST ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour and Co.	1,514	1,765	3,458
Swift & Co.	1,755	1,430	4,335
Morris & Co.	775	1,262	1,060
Hunter Pkg. Co.	304	4,250	624
Krey Pkg. Co.		4,625	
Hell Pkg. Co.		2,185	
Independent Pkg. Co.	688	382	
Sieloff Pkg. Co.		525	
Shipper	4,600	3,963	27,164
Others	2,419	324	11,061
Total	12,405	8,714	59,045
Not including 2,067 cattle, 2,114 calves, 31,104 hogs and 1,691 sheep bought direct.			

ST. JOSEPH.

	Cattle.	Hogs.	Sheep.
Swift & Co.	1,948	494	11,297
Armour and Co.	2,140	510	9,534
Others	1,542	484	4,066
Total	5,630	1,488	24,977

SIOUX CITY.

	Cattle.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,000	200	11,560
Armour and Co.	2,121	246	11,552
Swift & Co.	1,551	170	6,486
Shipper	187	15	109
Others	1,646	39	3,660
Total	8,114	670	33,376

OKLAHOMA CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	1,613	437	2,900
Wilson & Co.	1,732	408	2,898
Others	129	62	504
Total	3,474	907	6,802
Not including 33 cattle and 63 calves bought direct.			

WICHITA.

	Cattle.	Hogs.	Sheep.
Cudahy Pkg. Co.	978	398	3,428
Dold Pkg. Co.	350	31	2,937
Wichita D. B. Co.	12	...	...
Dunn-Osterga	76	76	...
Keefe-Le Stouberg	9	...	...
Fred W. Dold	90	...	384
Total	1,524	426	6,499
Not including 2,950 hogs bought direct.			

DENVER.

	Cattle.	Hogs.	Sheep.
Swift & Co.	646	70	1,588
Armour and Co.	802	156	2,232
Others	1,507	190	2,722
Total	3,245	416	6,342

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,705	5,705	18,981	13,837
Cudahy Pkg. Co.	486	834		
Swift & Co.	3,570	8,884	28,721	13,845
United Pkg. Co.	1,821	213	2	
Others	1,503	37	28,463	5,671

	Cattle.	Calves.	Hogs.	Sheep.
Total	10,461	15,173	76,195	32,855

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,735	8,153	19,193	1,816
Swift & Co.	569	561		3,363
U.D.B. Co., N.Y.	18			
The Layton Co.			904	
R. Gums & Co.	55	88	28	
Armour & Co., Mil.	946	4,080		
N.Y.B.D.M.C., N.Y.	40			
Bimbler, Harrison, N. J.		1,007		
Corkran, Hill, Balt.		350		
Shipper	632	35	98	157
Others	370	280	200	342

	Cattle.	Calves.	Hogs.	Sheep.
Total	5,740	12,548	22,449	5,706

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,102	619	14,419	1,167
Armour and Co.	923	98	2,437	75
Hilgemeyer Bros.	5		943	
Brown Bros.	133	18	193	
Stumpf Bros.			80	
Meier Pkg. Co.	113	4	321	
Schussler Pkg. Co.			186	
Riverview Pkg. Co.	7		104	
Indiana Prov. Co.	51	5	226	5
Mass Hartman Co.	34	10	10	
Wabnitz	29	53	50	
Hoosier Abt. Co.	7			
Shipper	1,080	1,705	25,066	4,272
Others	510	103	274	376

	Cattle.	Calves.	Hogs.	Sheep.
Total	3,996	2,619	44,248	6,455

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons			330	
Ideal Pkg. Co.	8		555	
E. Kahn's Sons Co.	1,292	246	5,446	3,200
Kroger G. & B. Co.	273	130	2,445	
J. Lohrey Pkg. Co.	3		210	
H. H. Meyer Co.	22		3,824	
A. Sander Pkg. Co.	11		77	
J. Schlachter's Sons	230	188	146	
J. & F. Schrot Pkg. Co.	14		3,440	
John F. Stegner	363	220	125	
Shipper	266	546	3,825	1,215
Others	1,560	455	476	461

	Cattle.	Calves.	Hogs.	Sheep.
Total	4,031	1,239	20,407	5,486
Not including 819 cattle, 1,370 hogs and 440 sheep bought direct.				

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Nov. 19, 1932, with comparisons:

CATTLE.

	Week ended Nov. 19.	Prev. week.	Cor. week.
Chicago	45,006	39,388	39,912
Kansas City	20,662	19,624	12,822
Omaha	18,404	14,624	14,419
East St. Louis	12,405	10,802	8,851
St. Joseph			6,063
Sioux City			5,071
Oklahoma City			3,674
Wichita			1,324
Denver			1,577
Minneapolis			11,334
Indianapolis			3,868
Cincinnati			3,232

	Week ended Nov. 19.	Prev. week.	Cor. week.
Chicago	138,758	119,149	119,607
Kansas City	22,562	17,700	14,682
Omaha	39,500	25,902	55,884
East St. Louis	20,016	14,725	20,220
St. Joseph			12,021
Sioux City			8,446
Oklahoma City			6,477
Wichita			4,847
Denver			5,747
Minneapolis			6,490
Indianapolis			6,159
Cincinnati			6,342

	Week ended Nov. 19.	Prev. week.	Cor. week.

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RECEIPTS AT CENTERS

SATURDAY, NOVEMBER 19, 1932.

	Cattle	Hogs	Sheep
Chicago	700	9,000	6,000
Kansas City	1,200	500	250
Omaha	400	1,700	2,500
St. Louis	200	3,000	100
St. Joseph	150	1,500	1,000
St. Paul	600	1,500	1,500
Fort Worth	900	1,300	4,500
Wichita	300	400	1,100
Denver	500	200	1,800
Louisville	100	300	200
Wichita	200	600	100
Indianapolis	3,000	100	100
Pittsburgh	100	1,500	500
Cincinnati	500	1,500	100
Buffalo	200	300	1,000
Cleveland	100	500	100
Nashville	100	500	100

MONDAY, NOVEMBER 21, 1932.

	Cattle	Hogs	Sheep
Chicago	18,000	35,000	20,000
Kansas City	16,000	6,000	4,000
Omaha	12,000	10,000	5,500
St. Louis	5,500	8,500	2,000
St. Joseph	2,400	4,500	1,500
Sioux City	7,000	5,500	8,000
St. Paul	9,100	18,500	34,000
Fort Worth	2,400	1,200	1,300
Wichita	600	3,000	500
Denver	18,600	4,300	7,600
Louisville	1,000	300	200
Wichita	2,100	2,500	700
Indianapolis	500	8,000	800
Pittsburgh	700	3,800	2,500
Cincinnati	1,700	3,500	500
Buffalo	1,000	8,200	6,500
Cleveland	800	3,300	3,700
Nashville	700	900	400

TUESDAY, NOVEMBER 22, 1932.

	Cattle	Hogs	Sheep
Chicago	8,000	22,000	10,000
Kansas City	6,000	4,000	3,500
Omaha	5,500	7,500	2,500
St. Louis	3,000	9,500	2,000
St. Joseph	1,500	4,500	1,000
Sioux City	2,500	5,500	2,000
St. Paul	1,500	9,000	3,000
Fort Worth	1,400	400	800
Wichita	900	1,600	800
Denver	300	600	100
Wichita	300	1,800	400
Indianapolis	1,400	10,000	1,200
Pittsburgh	500	900	500
Cincinnati	500	4,000	600
Buffalo	100	1,200	200
Cleveland	300	1,300	1,600
Nashville	100	1,000	300

WEDNESDAY, NOVEMBER 23, 1932.

	Cattle	Hogs	Sheep
Chicago	10,000	20,000	10,000
Kansas City	3,500	3,000	3,000
Omaha	4,500	6,500	6,000
St. Louis	2,000	6,500	2,500
St. Joseph	900	3,500	2,000
Sioux City	1,500	5,500	1,500
St. Paul	1,000	16,000	3,000
Fort Worth	1,400	300	1,500
Wichita	700	8,000	500
Denver	1,200	2,200	3,000
Wichita	100	500	200
Indianapolis	300	1,200	400
Pittsburgh	600	5,000	1,000
Cincinnati	400	2,900	600
Buffalo	200	1,400	700
Cleveland	300	1,600	2,000
Nashville	1,000	500	500

THURSDAY, NOVEMBER 24, 1932.

HOLIDAY.

	Cattle	Hogs	Sheep
Chicago	4,000	25,000	22,000
Kansas City	1,500	4,000	3,000
Omaha	1,500	7,500	7,500
St. Louis	1,500	8,000	1,800
St. Joseph	700	3,000	4,000
Sioux City	1,200	10,000	2,000
St. Paul	2,200	13,000	9,000
Fort Worth	900	500	2,500
Wichita	300	1,500	6,000
Denver	200	1,000	100
Wichita	300	1,700	100
Indianapolis	400	8,000	500
Pittsburgh	100	6,500	3,500
Cincinnati	500	5,200	1,000
Buffalo	400	3,000	3,400
Cleveland	500	700	4,700

GERMAN HOGS AND LARD.

Receipts of hogs at the 14 principal German markets for the week ended November 10, 1932, totaled 58,403 head compared with 63,022 head the previous week and 79,607 in the corresponding week a year ago. The price at Berlin for the week ended November 10 was \$8.59, \$8.43 the previous week and \$9.32 a year ago. The price of lard in tiers at Hamburg was \$8.54 the week of November 10, \$8.06 the previous week and \$9.63 in the 1931 period.

THE NATIONAL PROVISIONER

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Wednesday, Nov. 23, 1932, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):

CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL
Lt. wt. (140-160 lbs.) gd-ch.	\$3.35@	3.50	\$3.50@	3.65
Lt. wt. (160-180 lbs.) gd-ch.	3.30@	3.50	3.50@	3.60
(180-200 lbs.) gd-ch.	3.80@	3.40	3.45@	3.55
Med. wt. (200-220 lbs.) gd-ch.	3.25@	3.35	3.40@	3.50
(220-250 lbs.) gd-ch.	3.25@	3.35	3.25@	3.45
Hvy. wt. (250-290 lbs.) gd-ch.	3.25@	3.35	3.10@	3.50
Phg. sows (275-500 lbs.) med-ch.	3.10@	3.10	2.90@	3.05
Str. pigs (100-120 lbs.) gd-ch.	3.00@	3.50	3.00@	3.75
Av. cost & wt. Wed. (Pigs excl.)	3.25-2.51 lbs.	8.22-2.07 lbs.	2.91-2.66 lbs.	3.03-2.25 lbs.

Slaughter Cattle and Calves:

STEERS (600-900 LBS.):	CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL	
Choice	6.25@	7.25	6.50@	7.25	6.25@	7.25
Good	5.25@	6.25	5.25@	6.50	5.25@	6.25
Medium	4.50@	5.25	3.75@	5.25	4.00@	5.25
Common	3.25@	4.50	3.00@	3.75	2.75@	4.00

STEERS (900-1100 LBS.):

STEERS (900-1100 LBS.):	CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL	
Choice	6.50@	7.50	6.50@	7.25	6.25@	7.25
Good	5.50@	6.50	5.25@	6.50	5.25@	6.25
Medium	4.50@	5.50	3.75@	5.25	4.00@	5.25
Common	3.25@	4.50	3.00@	3.75	2.75@	4.00

STEERS (1100-1300 LBS.):

STEERS (1100-1300 LBS.):	CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL	
Choice	6.50@	7.75	6.50@	7.25	6.25@	7.25
Good	5.50@	6.50	5.25@	6.50	5.25@	6.25
Medium	4.50@	5.50	3.75@	5.25	4.00@	5.25
Common	3.25@	4.50	3.00@	3.75	2.75@	4.00

STEERS (1300-1500 LBS.):

STEERS (1300-1500 LBS.):	CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL	
Choice	6.50@	7.75	6.50@	7.25	6.25@	7.25
Good	5.50@	6.50	5.25@	6.50	5.25@	6.25
Medium	4.50@	5.50	3.75@	5.25	4.00@	5.25
Common	3.25@	4.50	3.00@	3.75	2.75@	4.00

HEIFERS (550-850 LBS.):

HEIFERS (550-850 LBS.):	CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL	
Choice	4.00@	5.50	4.00@	5.50	3.50@	4.00
Good	3.00@	4.00	2.75@	4.00	2.50@	3.00
Medium	2.00@	3.00	1.50@	2.75	1.25@	2.25
Common	1.25@	2.00	1.00@	2.25	1.00@	2.00

COWS:

COWS:	CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL	
Good-choice	3.25@	4.00	3.75@	4.00	3.75@	4.25
Good	2.75@	3.25	3.00@	3.75	3.00@	3.50
Med-med	2.00@	2.75	2.25@	3.00	2.00@	2.75
Low cutter and cutter	1.25@	2.00	1.00@	2.25	1.25@	2.25

BULLS (YRS. EX. BEEF):

BULLS (YRS. EX. BEEF):	CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL	
Good-choice	3.25@	4.25	3.25@	4.00	2.25@	3.25
Good	2.50@	3.25	1.75@	2.50	1.50@	2.40
Med-med	1.25@	2.00	1.00@	2.25	1.25@	2.00
Common	0.75@	1.25	0.50@	1.25	0.50@	1.25

VEALERS (MILK-FED):

VEALERS (MILK-FED):	CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL	
Good-choice	4.00@	5.50	4.00@	5.50	3.50@	4.00
Good	3.00@	4.00	2.75@	4.00	2.50@	3.50
Med-med	2.00@	3.00	1.50@	2.75	1.25@	2.00
Common	0.75@	1.25	0.50@	1.25	0.50@	1.25

CALVES (250-500 LBS.):

CALVES (250-5

Chicago Section

Eddie and Ralph, Armour radio stars, were visitors at the Chicago plant this week.

Albert Freud, the Brecht Co., New York City, was a caller at the offices of THE NATIONAL PROVISIONER during the week.

Purchase of livestock at Chicago by principal packers for the first three days of this week totaled 17,591 cattle, 2,340 calves, 20,034 hogs, 22,432 sheep.

Word has been received in Chicago of the death recently of Charles Zehner, of the Zehner Packing Co., Bellevue, O. He is said to have been the originator of the famous Dresden ham.

G. A. Procter, general superintendent of Swift International, Buenos Aires, who attended the packers' convention with Mrs. Procter and their daughter, will remain in the States until the first of the year.

Slaughter reports from the wilds of Northern Michigan, where Oscar F. Mayer, Oscar G. Mayer and George C. Schmidt of New York are out on the trail of big game, are reported to be mounting into high figures.

Provision shipments from Chicago for the week ended Nov. 19, 1932, with comparisons, were as follows:

Week	Previous	Same
Nov. 19.	week.	week. '31.
Cured meats, lbs.	20,247,000	13,820,000
Fresh meats, lbs.	53,271,000	37,443,000
Lard, lbs.	7,520,000	8,242,000
		7,869,000

Chicago friends of J. H. Allison, president of J. H. Allison & Co., meat packers, Chattanooga, Tenn., were shocked to learn of his death on November 15. He had not been in the best of health for some time. Howard R. McCall is general manager of the company.

S. Oppenheimer & Co. have called attention to the fact that there are 50-year men in the casing industry as well as in meat plants. Monroe Falkenberg is this year celebrating his 50th anniversary of service with the company. For half a century he has been associated with the New York office of the concern.

CUDAHY OPERATING AT PROFIT.

Cudahy Packing Co. is operating all of its departments on a profitable basis, according to E. A. Cudahy, sr., chairman of the board, in a recent statement. This was true in the year just closed, despite the decline in the prices of all products during the year.

Mr. Cudahy said that while it would be several weeks before the annual financial report is ready, they had gone far enough to know that "while we operated at a profit during the year just ended, declines in prices affected our results. But the prices are now so low further decline seems impossible.

"Receipts of live animals in the past 12 months have been quite normal. All livestock that came to the market was

bought. Stock of pork of all kinds in the country is slightly less than for the same period a year ago, so there has been a very good consumption, and indications are that receipts of live stock for the coming year will be about the same as last year."

Old Dutch Cleanser, carried on the company's books in the form of a \$750,000 advertising investment, is said to represent one of the most profitable departments of the company's business.

ARMOUR IMPROVES SHOWING.

Last week an unofficial statement regarding the financial report of Armour and Company, which will not be issued until early in the new calendar year, indicated a ratio of current assets to current liabilities of better than 9 to 1. Operations during the year indicate that the loss of the previous year has been reduced more than 50 per cent, after all charges including subsidiary preferred dividends. Owing to the low level of the security market during the year it was possible to materially reduce the company's funded indebtedness, and substantial retirements are planned for the future. Sales for the year are expected to total \$670,000,000.

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain stores, and food manufacturers' listed stocks, Nov. 23, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices on Nov. 23, 1932:

	Sales.	High.	Low.	—Close—
Week ended	Nov. 23.	Nov. 16.	Nov. 23.	Nov. 23.
Amal. Leather.	400	1	1	1
Do. Pfd.	100	7	7	5
Amer. H. & L.	100	3½	3½	4½
Do. Pfd.	100	15	15	15
Amer. Stores	1,500	30½	30½	30½
Armour A.	1,700	1%	1%	1%
Do. B.	1,550	1	1	1
Do. Ill. Pfd.	—	—	—	9½
Do. Del. Pfd.	500	44	42½	44
Barnett Leather	—	—	—	4½
Bethelton Pack.	200	44	44	41
Beulah, H. C.	—	—	—	45
Do. Pfd.	—	—	—	85
Brennan Pack.	—	—	—	19
Do. Pfd.	—	—	—	50
Chick C. Oil	300	8	8	8
Childs Co.	2,100	4½	4½	4½
Cudahy Pack.	400	28½	28½	28
First Nat. Str.	4,700	51½	51	50½
Gen. Foods	25,600	25½	24½	24
Gobel Co.	1,800	5½	4½	5½
Gr. & P. Pfd.	170	118	117%	117%
Do. New	120	150	150	151
Hormel, G. A.	50	13	13	13
Hygrade Food	600	3½	3½	2½
Klinger, G. & B.	1,300	15%	15%	15%
Libby, McNeil & Co.	1,250	2½	2½	2½
McMarr Stores	—	—	—	8½
Mayer, Oscar	—	—	—	5½
Mickelberry Co.	—	—	—	4½
M. & H. Pfd.	—	—	—	8½
Morrell & Co.	—	—	—	30
Nat. Fd. Pd. A.	—	—	—	14
Do. B.	—	—	—	4½
Nat. Leather	—	—	—	3½
Nat. Tea	900	7½	7½	7½
Proc. & Gamb.	2,500	31	31	31
Do. Pr. Pfd.	40	98	98	96
Rath Pack.	—	—	—	15½
Safeway Str.	4,900	51%	51	49½
Do. 6% Pfd.	—	—	—	88
Do. 7½% Pfd.	200	90	90	90
St. M. & Co.	—	—	—	8
Swift & Co.	3,750	8½	8½	8½
Do. Int'l.	2,750	18%	18½	18½
Truus. Pork	—	—	—	16½
U. S. Cold Stor.	—	—	—	9½
U. S. Leather	700	4½	4½	4½
Do. A.	200	8½	8½	8½
Do. Pr. Pfd.	—	—	—	54
Wesson Oil	200	13½	13½	14½
Do. Pfd.	100	51½	51½	51
Wilson & Co.	—	—	—	1
Do. A.	2,700	4	4	3½
Do. Pfd.	200	17½	17½	17½

CHAIN STORE SALES.

Kroger Grocery and Baking Company sales for the four weeks ending Nov. 5, totaled \$15,667,143, against \$17,899,641 in the like 1931 period, a decline of 12.4 per cent. Sales for the four weeks ended Oct. 8, this year showed a decrease of 9.3 per cent compared with the same 1931 period. A shrinkage of 13.5 per cent compared with 1931 is indicated by sales of \$181,258 for the forty-four weeks ended Nov. 5, compared with similar period of 1931. Average number of stores in operation during the four-week period were 4,765, against 4,890 in 1931, a decline of 2.5 per cent in number.

Sales of the Great Atlantic & Pacific Tea Co. for the four weeks' period ended October 29, were \$66,530,473. This compares with \$76,508,258 for the same period in 1931 and is a decrease of \$9,977,785, or 13.04 per cent. Sales for the preceding four weeks were \$63,625,099. October sales, expressed in tons were estimated as 415,659 this year, compared with 420,398 in October, 1931. This is a decrease in quantity of merchandise sold of 4,739 tons, of 1.13 per cent. Average weekly sales in October were \$16,632,618, compared with \$19,127,064 in 1931, a decrease of \$2,494,446. Average weekly tonnage sales were 103,915, compared with 105,100 in October, 1931, a decrease of 1,185.

Safeway Stores, Inc., had sales aggregating \$16,361,301 for four weeks ended Nov. 5, and for the forty-four week period sales were \$194,083,568. The company reports 3,386 stores in operation.

CHAIN STORE NOTES.

Two complete food departments are reported to be planned for Sears, Roebuck & Co. stores at Buffalo, N. Y.

The Atlantic & Pacific Tea Co. has leased a large space on the first floor of a garage building being erected at 12th and Filbert sts., Philadelphia. The new store is to be opened shortly carrying a complete line of foodstuffs.

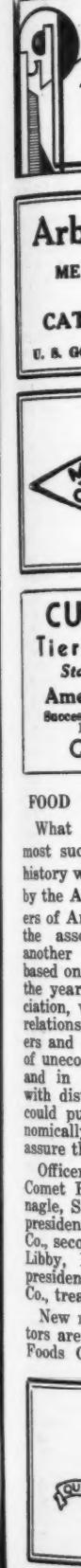
Standard Grocery Co., Indianapolis, is adding a number of new stores to its food chain in that city.

Herman Braverman has been elected president of Oriole Grocery Stores, a voluntary chain of food stores at Baltimore, Md.

Evanston, Ill., independent food store owners recently complained that they are being taxed more heavily than chains. Personal valuation of 37 chain stores was given on the tax records as \$34,979 and independents at \$85,423.

E. G. Harris is claimed to be the nation's biggest cheese buyer, having bought almost 30,000,000 lbs. of American cheese alone for A. & P. stores.

The first Pacific Coast convention of the Independent Grocers Alliance, a voluntary chain, was held Oct. 23, at San Francisco. President J. Frank Grimes, Chicago, was the principal speaker.



FOOD MANUFACTURERS MEET.

What is reported to have been the most successful annual meeting in its history was held last week in New York by the Associated Grocery Manufacturers of America, at which the officers of the association were re-elected for another year. This re-election was based on the fine progress made during the year in the activities of the association, which center on improving the relationships between food manufacturers and distributors, in the elimination of uneconomic practices from business, and in developing better cooperation with distributors to the end that they could put their operations on an economically sound basis which would assure them a fair profit.

Officers re-elected are Paul S. Willis, Comet Rice Co., president; A. C. Monagle, Standard Brands, Inc., first vice president; B. E. Snyder, R. B. Davis Co., second vice president; R. L. James, Libby, McNeill & Libby, third vice president; and H. D. Crippen, Bon Ami Co., treasurer.

New members of the board of directors are: James F. Brownlee, General Foods Corporation, New York; J. D.

Buhrer, Corn Products Refining Co., New York; Daniel F. Bull, Cream of Wheat Corporation, Minneapolis, Minn.; C. L. Connor, Wheatena Corporation, Rahway, N. J.; Harry R. Drackett, Drackett Chemical Co., Cincinnati, Ohio; C. L. Frederick, Colgate-Palmolive-Peet Co., Chicago, Ill.; W. F. Mohan, Scott Paper Co., Chester, Pa.; H. J. Mountrey, The Borden Co., New York; J. P. Spang, Jr., Swift & Co., Chicago.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Nov. 24, 1932, show exports from that country were as follows: To the United Kingdom, 86,716 quarters; to the Continent, 1,277 quarters. Exports the previous week were: To England, 79,657 quarters; to Continent, 11,475 quarters.

PACKERS DECLARE DIVIDENDS.

Regular quarterly dividends have been declared by Armour and Company of Delaware and John Morrell & Company. The Armour dividend amounts to \$1.75 per share and the Morrell to 50c, the latter maintaining its \$2 annual rate.

U. S. LARGEST CHEESE PRODUCER

More cheese is produced in the United States than in any other country, according to the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce. Cheese consumption has been on a steady increase since 1918. Increase in consumption is attributed somewhat to variety of types available and the convenient packages in which cheese is put on the market.

Cheese consumption has increased in proportion to the population in this country and per capita consumption has increased slowly. In 1849 four pounds of cheese were consumed per capita while the figures for 1929, the highest for any year up to that time, was 4.62 pounds for each person. American cheese of whole milk is by far the most popular type in this country, figures show. The industry is centered largely in Wisconsin, which produces over 60 per cent of the entire output of the United States. New York, Illinois, Oregon, California and Indiana rank next, and these five states account for 20 per cent of production.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Wednesday,
Nov. 23, 1932.

FUTURE PRICES.									
SATURDAY, NOVEMBER 19, 1932.									
		Open.	High.	Low.	Close.		Total	1,368	1,844
	LARD—						To Belgium	1,368	845
8-10	Green Standard.	7%	9	9 1/2	4.35	4.37 1/2	5.00n	18	62
10-12	7	8	8 1/2	4.10	4.12 1/2	4.10	4.12 1/2	782	48,48
12-14	6 1/2	7 1/2	8 1/2	4.25	4.25	4.25	4.17 1/2	11	12
14-16	6 1/2	7 1/2	8	4.25	4.25	4.25	4.25	11	12
10-16 range	6 1/2	7 1/2	8	4.25	4.25	4.25	4.25	11	12
	CLEAR BELLIES—						Other countries	69	126
Jan.	.....	.....	.....	.....	.....	.....	Other countries	11	16
May	.....	.....	.....	.....	.....	.....	Other countries	72	41
	BOILING HAMS.								
16-18	Green Standard.	6 1/2	7 1/2	7 1/2	4.25	4.25	4.25	231	100
18-20	8	7 1/2	7 1/2	4.25	4.25	4.25	231	100	
20-22	0	7 1/2	7 1/2	4.25	4.25	4.25	231	100	
16-22 range	6	7 1/2	7 1/2	4.25	4.25	4.25	231	100	
	SKINNED HAMS.								
10-12	Green Standard.	7 1/2	8 1/2	9	4.25	4.25	4.25	231	100
12-14	7	8 1/2	8 1/2	4.25	4.25	4.25	231	100	
14-16	6 1/2	8	8 1/2	4.25	4.25	4.25	231	100	
16-18	6 1/2	8	8 1/2	4.25	4.25	4.25	231	100	
18-20	5 1/2	7	7 1/2	4.25	4.25	4.25	231	100	
20-22	5 1/2	5 1/2	6	4.25	4.25	4.25	231	100	
22-24	5	5 1/2	6	4.25	4.25	4.25	231	100	
24-26	5	5 1/2	6	4.25	4.25	4.25	231	100	
25-30	5	5 1/2	6	4.25	4.25	4.25	231	100	
30-35	4 1/2	5 1/2	6	4.25	4.25	4.25	231	100	
	PICNICKS.								
4-6	Green Standard.	5 1/2	5 1/2	5 1/2	4.25	4.25	4.25	231	100
6-8	5 1/2	5	5 1/2	4.25	4.25	4.25	231	100	
8-10	4 1/2	4 1/2	4 1/2	4.25	4.25	4.25	231	100	
10-12	4 1/2	4 1/2	4 1/2	4.25	4.25	4.25	231	100	
12-14	4 1/2	4 1/2	4 1/2	4.25	4.25	4.25	231	100	
	BELLIES.								
6-8	Green Sq. Sds.	6 1/2	7	7	4.25	4.25	4.25	231	100
8-10	6 1/2	6	6 1/2	4.25	4.25	4.25	231	100	
10-12	5 1/2	6	6 1/2	4.25	4.25	4.25	231	100	
12-14	5 1/2	5 1/2	6	4.25	4.25	4.25	231	100	
	D. S. BELLIES.								
6-8	Clear Standard.	4 1/2	4 1/2	4 1/2	4.25	4.25	4.25	231	100
8-10	4 1/2	4 1/2	4 1/2	4.25	4.25	4.25	231	100	
10-12	4 1/2	4 1/2	4 1/2	4.25	4.25	4.25	231	100	
12-14	4 1/2	4 1/2	4 1/2	4.25	4.25	4.25	231	100	
	D. S. FAT BACKS.								
8-10	Standard.	4 1/2	4 1/2	4 1/2	4.25	4.25	4.25	231	100
10-12	4 1/2	4 1/2	4 1/2	4.25	4.25	4.25	231	100	
12-14	5	5	5	4.25	4.25	4.25	231	100	
14-16	5	5	5	4.25	4.25	4.25	231	100	
16-18	5	5	5	4.25	4.25	4.25	231	100	
20-25	5	5	5	4.25	4.25	4.25	231	100	
	OTHER D. S. MEATS.								
Extra Short Clears.	.....	35-45	45	45	4.25	4.25	4.25	231	100
Extra Short Ribs.	.....	35-45	45	45	4.25	4.25	4.25	231	100
Regular Plates.	.....	6-8	4	4	4.25	4.25	4.25	231	100
Clear Plates.	.....	4-6	3 1/2	3 1/2	4.25	4.25	4.25	231	100
Jowl butts.	.....	3 1/2	3 1/2	3 1/2	4.25	4.25	4.25	231	100
Green Square Jowls.	.....	4	4	4	4.25	4.25	4.25	231	100
Green Rough Jowls.	.....	3 1/2	3 1/2	3 1/2	4.25	4.25	4.25	231	100
	LARD.								
Prime steam, cash	.....	4.50	4.50	4.50	4.25	4.25	4.25	231	100
Prime steam, loose	.....	4.50	4.50	4.50	4.25	4.25	4.25	231	100
Refined, in export boxes—N. Y.	.....	5.60	5.60	5.60	4.25	4.25	4.25	231	100
Neutral, in tierces	.....	6.25	6.25	6.25	4.25	4.25	4.25	231	100
Raw leaf	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
	OIL FOR CANDLES DUTY FREE.								
A German decree provides that palm oil, palm nut oil, coconut oil and other vegetable greases unfit for human consumption, if imported under permit for the manufacture of candles, shall be duty free, according to the U. S. Department of Commerce.									
	ANIMAL OILS.								
Prime edible lard oil.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
Headlight burning oil.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
Prime winter strained.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
Extra winter strained.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
Extra lard oil.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
Extra No. 1.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
No. 1 lard oil.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
No. 2 lard oil.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
Acidless tallow oil.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
20° C. T. neatfoot oil.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
Pure neatfoot.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
Special neatfoot.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
Extra neatfoot.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
No. 1 neatfoot.	.....	4.25	4.25	4.25	4.25	4.25	4.25	231	100
	COOPERAGE.								
Ash pork barrels, black iron hoops.	.....	\$1.25	\$1.25	\$1.25	\$1.25	\$1.25	\$1.25	231	100
Oak pork barrels, black iron hoops.	.....	1.30	1.30	1.30	1.30	1.30	1.30	231	100
Ash pork barrels, galv. iron hoops.	.....	1.40	1.40	1.40	1.40	1.40	1.40	231	100
Oak pork barrels, galv. iron hoops.	.....	1.45	1.45	1.45	1.45	1.45	1.45	231	100
White oak hams tierces.	.....	2.00	2.00	2.00	2.00	2.00	2.00	231	100
Red oak lard tierces.	.....	1.05	1.05	1.05	1.05	1.05	1.05	231	100
White oak lard tierces.	.....	1.75	1.75	1.75	1.75	1.75	1.75	231	100
	SPICES.								
(These prices are basis f.o.b. Chicago.)									
Allspice.	.....	6	6	6	6	6	6	231	100
Cinnamon.	.....	12	12	12	12	12	12	231	100
Cloves.	.....	14	14	14	14	14	14	231	100
Coriander.	.....	6	6	6	6	6	6	231	100
Ginger.	.....	40	40	40	40	40	40	231	100
Mace, Bands.	.....	35	35	35	35	35	35	231	100
Nutmeg.	.....	22	22	22	22	22	22	231	100
Pepper, black.	.....	10	10	10	10	10	10	231	100
Pepper, Cayenne.	.....	21	21	21	21	21	21	231	100
Pepper, red.	.....	11	11	11	11	11	11	231	100
Pepper, white.	.....	11 1/2	11 1/2	11 1/2	11 1/2	11 1/2	11 1/2	231	100

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Nov. 19, 1932:

Week ended—	Jan. 1-14	1932.	1931.	1932.	1931.	M. lbs.	M. lbs.	M. lbs.	M. lbs.
To Belgium	1,368	1,844	845	1,368	1,844	18	62	62	62
United Kingdom	1,288	1,202	782	1,288	1,202	68	126	126	126
Other Europe	69	126	126	69	126	12	12	12	12
Cuba	69	126	126	69	126	12	12	12	12
Other countries	11	16	12	11	16	12	12	12	12
BACON, INCLUDING CUMBERLANDS.	469	1,014	302	17,281	17,281	1,206	1,206	1,206	1,206
To Germany	40	68	81	2,341	2,341	141,371	141,371	141,371	141,371
United Kingdom	4,010	2,409	5,161	213,407	213,407	213,407	213,407	213,407	213,407
Netherlands	388	774	414	30,460	30,460	30,460	30,460	30,460	30,460
Other Europe	854	347	565	22,001	22,001	22,001	22,001	22,001	22,001
Cuba	150	111	121	20,180	20,180	20,180	20,180	20,180	20,180
Other countries	200	522	522	5,100	5,100	5,100	5,100	5,100	5,100
LARD.	231	100	125	7,887	7,887	7,887	7,887	7,887	7,887
To Germany	2,206	1,831	2,341	141,371	141,371	141,371	141,371	141,371	141,371
United Kingdom	4,010	2,409	5,161	213,407	213,407	213,407	213,407	213,407	213,407
Netherlands	388	774	414	30,460	30,460	30,460	30,460	30,460	30,460
Other Europe	854	347	565	22,001	22,001	22,001	22,001	22,001	22,001
Cuba	150	111	121	20,180	20,180	20,180	20,180	20,180	20,180
Other countries	200	522	522	5,100	5,100	5,100	5,100	5,100	5,100
PICKLED PORK.	231	100	125	7,887	7,887	7,887	7,887	7,887	7,887
To Germany	2,206	1,831	2,341	141,371	141,371	141,371	141,371	141,371	141,371
United Kingdom	4,010	2,409	5,161	213,407	213,407	213,407	213,407	213,407	213,407
Netherlands	388	774	414	30,460	30,460	30,460	30,460	30,460	30,460
Other Europe	854	347	565	22,001	22,001	22,001	22,001	22,001	22,001
Cuba	150	111	121	20,180	20,180	20,180	20,180	20,180	20,180
Other countries	200	522	522	5,100	5,100	5,100	5,100	5,100	5,100

November 26, 1932.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended	Cor. week,
Prime native steers—	Nov. 23, 1932.	1931.
400-600	13	14
400-600	13	19
400-600	13	17½ (18½)
400-1000	13	13½ (18½)
God native steers—		
400-600	12	12½ (17½)
400-600	12	16 (17)
800-1000	12	15½ (18½)
Medium steers—		
400-600	11	11½ (15)
400-600	11	11½ (14)
800-1000	10½ (11)	13 (14)
Heifers, good, 400-600	10½ (12)	18½ (17)
Calves, 400-600	5½ (7)	7 (9)
Heifer quarters, choice	17½	24
Heifer quarters, choice	10½	15

Beef Cuts.

Steer loins, prime	29	37
Steer loins, No. 1	28	35
Steer loins, No. 2	28	32
Steer short loins, prime	38	48
Steer short loins, No. 1	37	45
Steer short loins, No. 2	39	46
Steer loin ends (hips)	21	26
Steer loin ends, No. 2	20	25
Steer loins, No. 3	11	15
Steer short loins	13	17
Steer loin ends (hips)	9	13
Steer ribs, prime	22	28
Steer ribs, No. 1	20	26
Steer ribs, No. 2	19	21
Steer ribs, No. 3	7	10
Steer ribs, No. 4	7	10
Steer round, prime	12½	18
Steer round, No. 1	11	14
Steer chuck, prime	9	14
Steer chuck, No. 1	9	12
Steer chuck, No. 2	8½	11½
Cow round	7	8
Cow chuck	6	8
Cow plates	8½	10
Medium plates	4½	5½
Briskets, No. 1	12	18
Steer navel ends	7	8½
Cow navel ends	4½	6
Prime shanks	7	8
Medium shanks	5	6
Steer loins, No. 1, buns	49	60
Steer loins, No. 2, buns	35	50
Steer butts, No. 1	25	30
Steer butts, No. 2	14	20
Beef tenderloins, No. 1	35	40
Beef tenderloins, No. 2	28	35
Beef butts	18	20
Beef steaks	16	20
Shoulder chops	8	10
Hanging tenderloins	7	8
Indies, green, 6@8 lbs.	11	15
Outsides, green, 5@6 lbs.	7½	9½
Knickers, green, 5@6 lbs.	8½	11

Beef Products.

Brains (per lb.)	5	6
Hearts	4	5
Tongues	14	22
Sweetbreads	5	12
Ox-tail, per lb.	9	12
Fresh tripe, plain	4	6
Fresh tripe, H. C.	8	8
Livers	12	15
Kidneys, per lb.	7	11

Veal.

Choice carcass	8	9
Good carcass	6	8
Good saddles	12	16
Good racks	6	10
Medium racks	4	5

Veal Products.

Brains, each	6	6
Sweetbreads	29	45
Calf livers	30	45
Lamb.		
Choice lambs	15	15
Medium lambs	13	13
Choice saddles	16	18
Medium saddles	14	16
Choice forces	10	10
Medium forces	9	9
Lamb fries, per lb.	25	25
Lamb tongues, per lb.	10	12
Lamb kidneys, per lb.	20	20

Mutton.

Heavy sheep	2½	4
Light sheep	6	7
Heavy saddles	6	5½
Light saddles	8	6
Heavy forces	6	5
Light forces	5	4
Mutton legs	11	11
Mutton loins	6	7
Mutton stew	3	3
Sheep tongues, per lb.	10	10
Sheep heads, each	8	10

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	9	11
Picnic shoulders	6	8
Skinned shoulders	6	8
Tenderloins	21	28
Spare ribs	6	10
Back fat	6	9
Boston butts	7	9
Boneless butts, cellar trim,	2½	4
Hocks	6	7
Tails	5	6
Neck bones	2	3
Slip bones	9	9
Blade bones	5	6
Pigs' feet	2½	4
Kidneys, per lb.	5	5
Livers	4	5
Brains	3	5
Ears	3	5
Snouts	7	7
Heads	5	7

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	
Country style sausage, fresh in link	
Country style sausage, fresh in bulk	
Country style pork sausage, smoked	
Frankfurts in sheep casings	
Frankfurts in hog casings	
Bologna in beef bungs, choice	
Bologna in beef middies, choice	
Liver sausage in beef rounds	
Smoked liver sausage in hog bungs	
Liver sausage in hog casings	
Head cheese	
New England luncheon specialty	
Mincé luncheon specialty, choice	
Tongue sausage	
Blood sausage	
Sausage	
Polish sausage	

DRY SAUSAGE.

Cervelat, choice, in hog bungs	
Thuringer cervelat	
Farmer	
Holsteiner	
B. C. salami, choice	
Milano salami, choice, in hog bungs	
B. C. salami, new condition	
Frisee, choice, in hog middies	
Genoa style salami	
Native boneless bull meat (heavy)	
Boneless chuck	
Shank meat	
Beef trimmings	
Beef cheeks (trimmed)	
Dressed canners, 350 lbs. and up	
Dressed cutter cows, 600 lbs. and up	
Dr. bologna bulls, 600 lbs. and up	
Beef tripe	
Pork tongues, canner trim, S. P.	

SAUSAGE MATERIALS.

Regular pork trimmings	83
Special lean pork trimmings	5½
Extra lean pork trimmings	5½
Neck bone trimmings	5½
Pork cheek meat	3
Pork hearts	3
Pork livers	3
Native boneless bull meat (heavy)	6½
Boneless chuck	4½
Shank meat	4½
Beef trimmings	3½
Beef cheeks (trimmed)	3½
Dressed canners, 350 lbs. and up	3½
Dressed cutter cows, 600 lbs. and up	4
Dr. bologna bulls, 600 lbs. and up	5½
Beef tripe	2½
Pork tongues, canner trim, S. P.	6

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Prices quoted to manufacturers of sausage.)	
Beef casings:	
Domestic rounds, 180 pack	29
Domestic rounds, 140 pack	21
Export rounds, wide	45
Export rounds, medium	28
Export rounds, narrow	38
No. 1 weansards	18
No. 2 weansards	.06
No. 1 bungs	12½ (2½)
No. 2 bungs	.10
Middles, regular	.87
Middles, select wide, 28½ in. diameter	1.35
Middles, select, extra wide, 2½ in. and over	2.25
Dried bladders:	
12-15 in. wide, flat	.12
10-12 in. wide, flat	.90
8-10 in. wide, flat	.40
6-8 in. wide, flat	.30 (25)
Hog casings:	
Narrow, per 100 yds.	2.00
Narrow, special per 100 yds.	1.60
Medium, regular	1.10
Wide, per 100 yds.	.90
Extra wide, per 100 yds.	.65
Export bungs	.22
Large prime bungs	.22
Medium prime bungs	.10 (10)
Small prime bungs	.09 (10)
Middles, per set	.20
Stomachs	.08

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	4.25
Large tins, 1 to crate	5.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	5.25
Large tins, 1 to crate	6.00
Smoked link sausage in hog casings—	
Small tins, 2 to crate	4.50
Large tins, 1 to crate	5.25

DRY SALT MEATS.

Clear bellies, 18@20 lbs.	4½
Clear bellies, 14@16 lbs.	5
Rib bellies, 20@22 lbs.	4½
Rib bellies, 20@30 lbs.	5
Fat backs, 10@12 lbs.	5½
Fat backs, 14@16 lbs.	6
Regular plates	5
Butts	5½

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	12½
Fancy std. hams, 14@16 lbs.	11½
Standard reg. hams, 14@16 lbs.	11½
Picnics, 4@8 lbs.	9
Fancy bacon, 6@8 lbs.	14½
Standard bacon, 6@8 lbs.	11½
No. 1 beef ham sets, smoked—	
Inside, 8@12 lbs.	20
Outsides, 5@12 lbs.	21
Knickers, 5@9 lbs.	20
Cooked hams, choice, skin on, fatted	10
Cooked hams, choice, skinless fatted	10
Cooked picnics, skin on, fatted	10
Cooked picnics, skinless fatted	10
Cooked loin roll, smoked	12½

BARRELED PORK AND BEEF.

Meat pork, regular	
Family back pork, 24 to 34 pieces	14.50
Family back pork, 25 to 45 pieces	15.00
Clear back pork, 40 to 50 pieces	13.00
Clear plate pork, 25 to 35 pieces	10.50
Brisket pork	12.00
Lean pork	10.50
Plate beef	16.00
Extra plate beef, 200-lb. bbls.	17.00

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00
Honeycomb tripe, 200-lb. bbl.	15.00
Pocket honeycomb tripe, 200-lb. bbl.	17.00
Pork feet, 200-lb. bbl.	14.00
Pork tongues, 200-lb. bbl.	25.00
Lamb tongues, short cut, 200-lb. bbl.	27.00

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	5½
Nut. 1-lb. cartons, f.o.b. Chicago	5
(30 and 60-lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago	5½
Neutral, in tapers, f.o.b. Chicago	5½
Compound, vegetable, tapers, c.a.f.	5½

TALLOW AND GREASES.

(In Tank Cans or Drums)	
Edible tallow, under 1% acid, 45 titre	3½
Edible tallow, 10% acid, 45 titre	3½
Edible tallow, 20% acid, 45 titre	4
Edible tallow, 40% acid, 45 titre	4½
Edible tallow, 50% acid, 4	

Retail Section

Displays That Sell How Retailer Can Use His Show Window to Advantage

Customer desire for merchandise and sales can be increased by displaying meats in a more attractive manner—in the showcases, on the shelves, in the store windows, on counters and in island displays.

Few retailers use their windows to the best advantage. They can be decorated so as not only to attract attention but to entice housewives into the store. Some dealers make the mistake of not changing their window displays frequently enough. Where possible the windows should be decorated every day. If this can not be done the windows should be dressed frequently enough to keep them fresh, interesting and attractive.

Inside the store the showcases should be kept clean and neat. Don't overcrowd them. Merchandise that can be shown in open displays are not overlooked by customers. Place these displays where the housewife cannot avoid examining them and handling the products.

Strive for unusual arrangements in all displays. The unusual attracts attention. Use descriptive cards that tell the good points, uses and values of goods on display. Group related ideas together. Make it easy for customers to buy more.

LATEST MEAT RECIPE BOOK.

An ideal Christmas gift for your customers! An effective "ad" for your business! A means of stimulating interest among consumers in the product you sell.

With these statements the National Live Stock and Meat Board announces to the meat trade its 1933 meat recipe book which is now available in quantities, with dealer's name, address, phone number, etc., imprinted on the front cover, at the actual cost of production. The book is called "Meat for Every Occasion."

The new book has been brought out in answer to requests from dealers in all parts of the country who have learned the advertising value of such material from past experience, according to the Board. The sale at cost price is made possible because the Board is non-profit making and is interested only in stimulating the consumption of meat.

A brand new book has been published by the Board each year for a number of years, and each one has met with widespread favor among the trade. Hun-

dreds of dealers come back year after year to order books (a new book every year) to distribute among their customers, it is pointed out.

The 1933 book has an unusually attractive cover printed in bright colors. A calendar for the new year on the back of the book is a valuable feature. The book is 5½ by 8 inches in size and contains 32 pages of tested recipes for beef, veal, pork, and lamb—recipes that every housewife can use to advantage. Throughout its pages are strong selling points on meat as a food.

In calling attention to the value of recipe books in building good will for the meat business the Board states that during the period of a year it receives literally thousands of requests for new meat recipes from housewives in all parts of the country.

The new book may be purchased in quantities of 100 and over at less than 5 cents a copy, says the Board's announcement. A sample copy and information regarding the offer may be secured from THE NATIONAL PROVISIONER (enclose 5c in stamps) or by addressing the National Live Stock and Meat Board, 407 S. Dearborn St., Chicago, Ill.

NEWS OF THE RETAILERS.

Meat departments have been added to the Star Fruit & Vegetable Markets, Springfield, Ill.

Western Market, Pontiac, Mich., has been converted into a general food store.

Irving Herbrand has engaged in the retail meat business in Waukesha, Wis.

Daniel Brothers have opened a meat market in Huntington, Ind.

A third store bearing the name Lee's Market has been opened at 2724 Sixteenth st., Racine, Wis.

New Lincoln Market, Lincoln ave. and South Governor st., Evansville, Ind., has opened for business. Edward C. Humphreys is the proprietor.

Kolliner's have opened a new retail meat store at 150 Jamaica ave., Jamaica, N. Y.

Max Tripp has engaged in the retail meat and grocery business in Clarinda, Ia.

Broadway Meat Co., Missoula, Mont., has been incorporated with a capital stock of \$50,000 by A. D. Fraser, W. W. Fraser and Charles E. Delaney.

N. J. Steckler, C. S. Fritz and Frank Rassilyer have opened a grocery and meat market in Dickinson, N. D.

Arnold Johnson has applied for a license to conduct a retail meat business at 655 South Snelling, St. Paul, Minn.

O. M. Hughes, Armour, S. D., has sold his City Meat Market to Ed. Walther.

The T. F. Burr meat market, Turton, S. D., has been sold to E. C. Labrie.

J. D. Cohn has sold his interest in the Independent Meat & Grocery Co., Waterloo, Ia., to his partners, Morris Strom and Henry Blot.

Ted and Russell Smith have opened a meat and grocery business in Palmer, Ia.

A meat department has been added to the grocery store of Johnson & Hanson, Albert Lea, Minn.

Henry Ward has applied for a license to conduct a retail meat business at 1218 Randolph st., St. Paul, Minn.

PURCHASING POWER OF DOLLAR.

Taking the year 1926 as par, the Department of Labor has assembled figures showing the purchasing power of the American dollar, expressed in terms of wholesale prices, from 1890 to 1931. The figures are as follows:

1890	\$1,709	1911	\$1,561
1891	1,792	1912	1,487
1892	1,916	1913	1,482
1893	1,873	1914	1,488
1894	2,068	1915	1,439
1895	2,049	1916	1,170
1896	2,151	1917	1,021
1897	2,146	1918	978
1898	2,062	1919	973
1899	1,916	1920	966
1900	1,783	1921	1,025
1901	1,808	1922	1,024
1902	1,698	1923	1,026
1903	1,678	1924	1,020
1904	1,675	1925	1,026
1905	1,694	1926	1,000
1906	1,613	1927	1,006
1907	1,634	1928	1,006
1908	1,590	1929	1,000
1909	1,479	1930	1,130
1910	1,420	1931	1,000

RETAIL FOOD PRICES.

Retail food prices in 51 of the principal cities of the United States on October 15, 1932, showed a decline of 15½ per cent from those of a year ago but an increase of one-tenth of 1 per cent from those of a month ago, according to the U. S. Bureau of Labor Statistics. During the month strictly fresh eggs increased 17 per cent in price and plate beef and vegetable lard substitute less than five-tenths of 1 per cent. Pork chops declined 10 per cent, leg of lamb 6 per cent; sirloin steak and round steak 4 per cent; chuck roast and sliced ham 3 per cent; rib roast, sliced bacon and roasting hens 2 per cent; butter, oleomargarine and lard 1 per cent; and cheese less than five-tenths of 1 per cent.



1932 HOLIDAY RECIPE BOOK.

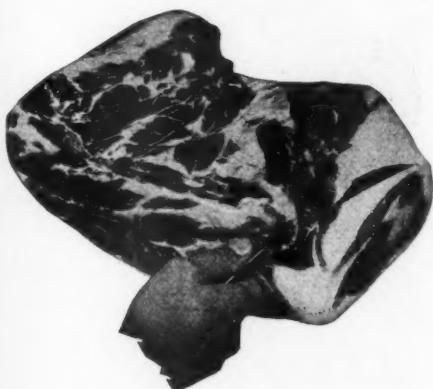
More Cuts from the Fresh Skinned Pork Shoulder

Last week the suggestion was given for slicing the fresh skinned shoulder into steaks. Another way to use the shoulder to advantage is to make it into two rolls. Instruction in making these rolls is given here.

TWO ROLLS FROM FRESH SKINNED SHOULDER (hock off).

Two rolls may be made from the pork shoulder. It is divided at the natural seam which separates the supporting muscle of the back from the outside of the shoulder.

INSIDE SHOULDER PORK ROLL.



1. Place shoulder on block with outside (fat side) down. Insert knife under lip meat of shoulder.



2. Follow natural dividing seam to tip of blade bone. Cut through to block to remove inside cut of shoulder.



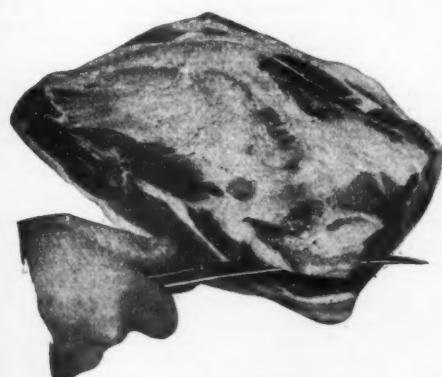
3. Roll into shape, making eye of shoulder center of roll.



4. Complete Inside Shoulder Pork Roll by tying into shape.

OUTSIDE SHOULDER PORK ROLL.

After the inside shoulder has been lifted the outside shoulder may be boned and fashioned into an attractive roll.

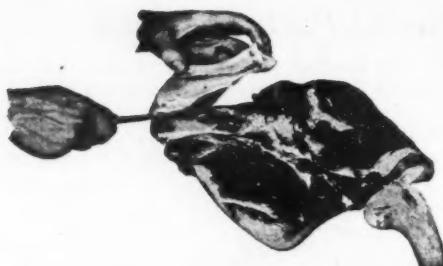


1. Open outside shoulder from rib side.

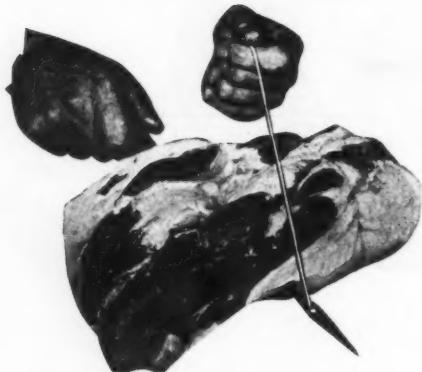


2. Lift meat from arm and blade bones.

(Continued on next page.)



3. Remove bones.



4. Fold shoulder lengthwise. Put three or four stitches in roast to hold it in shape while being tied.



5. Completed Outside Shoulder Pork Roll.

The next article will show cuts from the Boston style butt.

AMONG NEW YORK RETAILERS.

At the meeting of Brooklyn Branch, November 17, Joseph Stern was the lecturer. He gave a very interesting talk and was followed by Albert Rosen, who talked on the turkey situation. This meeting was advanced a week because of the Thanksgiving holidays. The next meeting, December 8, will be Ladies' Night. Bunco and cards will be played.

State president Anton Hehn was a visitor at the meeting of Bronx Branch November 16. He spoke on the activities of the State Association. Refreshments were served at the conclusion of the meeting in his honor. It was decided to have the usual turkey exchange November 23 at the office of business manager Fred Hirsch. At the next meeting, December 7, the physician will be in attendance to issue health cards to members and their help who qualify. Meat dealers of the Bronx who are not members are invited to attend this meeting.

A most successful bunco and card party of the Ladies Auxiliary was held November 17 at the Coco-Cola plant in the Bronx. There were 100 in attendance. Mrs. A. Werner, jr., was hostess and donated the prizes. These were a salad fork and spoon. Door prize of six stainless knives and forks, donated by Joseph Lehner, treasurer of Brooklyn Branch, was won by Mrs. Joseph Rossman. Other prizes donated by Coca-Cola Co. were awarded Mrs. Hettrick, Mrs. Charles Schuck, and Mrs. M. Roth. Mrs. A. Werner, jr., was presented with an electric iron and a half dozen bottles of Coca-Cola. Eastern District Ladies' Auxiliary participated, bringing their full quota. Proceeds will

be used by both auxiliaries to swell Christmas funds.

At the next meeting of Eastern District Ladies Auxiliary, December 1 in Schwaben Hall, Brooklyn, preparations will be made for a Christmas party. All members and their kiddies expect to participate. Mrs. Alfred L. Haas is president. December 15 meeting will be postponed to December 29.

Joseph Stern, a member of Brooklyn Branch, and Mrs. Stern, Ladies' Auxiliary, celebrated their eleventh wedding anniversary November 24. This was also the birthday of Mrs. Stern, and the double event was celebrated by a dinner party.

NEW YORK NEWS NOTES.

J. A. Liston, produce department, Swift & Company, Chicago, visited New York for a few days during the past week.

Vice president and treasurer P. L. Reed, Armour and Company, Chicago, visited New York for a day during the past week.

Charles E. Haman, packinghouse products broker, has opened an office at 410 West 14th st., New York, and will conduct a brokerage business under his own name.

P. J. Burns, cattle buying department, Armour and Company, Chicago, spent a few days at the plant of the New York Butchers' Dressed Meat Company during the past week.

Visitors to the New York plant of Wilson & Co. during the past week

were W. R. Brown, legal department, Wilson & Co., Chicago, and I. Katz, J. Eavenson & Sons, Camden, N. J.

Employees of the Stahl branch of Stahl-Meyer, Inc., New York, and his many friends extend sincere sympathy to Richard Williamson in the loss of his mother, who passed away last week following a prolonged illness.

H. C. Bohack, jr., vice president, H. C. Bohack & Co., Inc., Brooklyn, returned with two deer from a hunting trip into the wilds of Canada with a party of friends, and in celebration of his success a venison dinner to the officers and executives of the company was held at the Bohack restaurant on November 28.

Vice president Carl Fowler, Wilson & Co., Chicago, attended district sales meetings in both Boston and New York during the past week. Others who attended these meetings were J. A. Hamilton, branch house department; R. S. Pitkin, special cut meats; C. H. Romeiser, provisions; H. E. Welhener, canned foods; E. H. Branding, meat specialties; P. J. Seyl, general credit manager; and A. R. McCartan, casings, all of Wilson & Co., Chicago.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended November 19, 1932, were as follows: Meat—Brooklyn, 64 lbs.; Manhattan, 326 lbs.; Bronx, 4,571 lbs.; Queens, 49 lbs.; Richmond, 6 lbs.; total, 5,016 lbs. Fish—Brooklyn, 15 lbs.; Manhattan, 5 lbs.; Bronx, 40 lbs.; total, 60 lbs. Poultry—Brooklyn, 50 lbs.; Manhattan, 27 lbs.; Queens, 18 lbs.; Richmond, 5,092 lbs.; total, 5,187 lbs.

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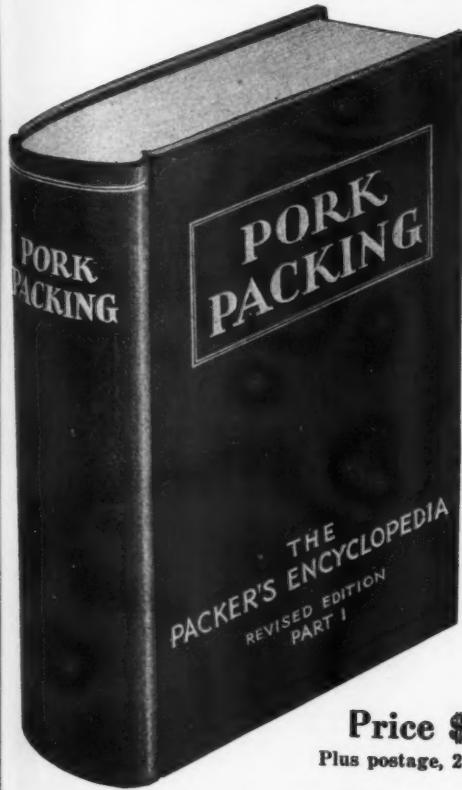
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Am I getting the highest possible yields from products?

Are all my operations as efficient as they could be?



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This book is designed to show the pork packer how to operate to best advantage. It is a "test book" rather than a "text book." Figuring tests is emphasized and important factors in operation in all departments are discussed. (See chapter headings.)

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I—Hog Buying	XI—Curing Pork Meats
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IV—Chilling and Refrigeration	XIV—Sausage and Cooked Meats
V—Pork Cutting	XV—Rendering Inedible Products
VI—Pork Trimming	XVI—Labor and Cost Distribution
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